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UNIVERSITY OF ILLINOIS

Supplement to the Weekly Bulletin of the Commercial Intelligence Service
Department of Trade and Commerce, Canada

West Africa and Its Opportunities for Canadian Trade

BY

W. J. EGAN

Canadian Government Trade Commissioner

Issued by Authority of the Hon. H. H. Stevens
Minister of Trade and Commerce

PRICE OUTSIDE CANADA, 35 CENTS

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PRINTER TO THE KING'S MOST EXCELLENT MAJESTY
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PREFATORY NOTE

The report which Mr. Egan has prepared as a result of his visit to West Africa is one that should be read not only with interest but with appreciation by all Canadian firms interested in export trade. It is not only descriptive, alike in text and in illustration, of the exact type of articles in a wide variety of products that are in demand in the markets of West Africa, but it is written throughout with that careful attention to relevant detail characteristic of the work of this Trade Commissioner. It is gratifying to know that in these territories, which contain a population of 32,000,000—almost entirely native but of considerable purchasing power in the aggregate—the "indentors are strong for trade with Canada, not only in products which may be distinctively North American in origin, but in any line in which Canada is competitive in price and may be depended on to make prompt and regular shipment."

The exports of Canadian merchandise to British colonies of West Africa are given in the tables published by the Dominion Bureau of Statistics as being valued at $666,576 for the fiscal year ending March 31, 1921; and the imports into Canada from these colonies for this period at $104,719. The export trade to these colonies is one which—given regular and adequate shipping facilities—should be capable of great expansion; and many of the raw materials of these colonies, at present received through indirect channels, might be obtained direct from West Africa.

Canadian exporters interested in the West African market will be well advised to pay the closest attention to Mr. Egan's remarks. He writes from personal knowledge, and has been at pains to ascertain the particular information that it is necessary for those to know who are determined in their efforts to prosecute a successful trade with the countries under review.

H. R. POUSSETTE.

WEST COAST OF AFRICA

Scale of Miles
50 0 100 200 300 400

ATLANTIC OCEAN

CANARY ISLANDS (Spanish)
Wady Draa
C. Bojador
Kedda
RIO DE ORO
Rio de Oro
ADRAR
C. Blanco
MAURETANIA
SAHARA
Marsa
AGAN
S VICENTE
CAPE VERDE ISLANDS (Port.)
S THIAGO
Podar
Senegal R.
ST. LOUIS
Betete
Salde
Timbuktu
Niger R.
C. Verde
Dakar
SENEGAL
Bakel
GAMBIA
BATHURST
Kayes
Bafulabe
Badoumde
Kita
Segu-Sikoro
Bamako
Say
Sokoto
Wurno
Katsina
L. Tsad
Gando
Kano
Birni Kuka
Sedhiou
PORT. GUINEA
Kade
BISSAO
BISSAGOS Is.
Boke
Victoria
FRENCH GUINEA
Timbo
Kouroussa
Boffa
Dubreka
KONAKRY
Falada
Gomba
SOKOTO
Rano
BORNU
Bussa
Gombe
Sansane Mangu
Nikke
Zungery
Yakoba
Yendi
GOLD COAST
TOGO
DAHOMEY
Arenburg
NIGERIA
Salaga
Carnotville
Niger R.
Bida
Keffi
Muri
Yola
Ilorin
Lafia
Loko
Ketee
Lokoja
Binue R.
Wukari
SIERRA LEONE
FREETOWN
Sierra Leone
Balima
SHERBRO I.
Touba
IVORY COAST
Ibadan
Robertsport
LIBERIA
MONROVIA
Toumodi
ASHANTI
Kumassi
Abomey
Benin
Asaba
KAMERUN
Grand Bassa
AKKRA
Addah
Nssakpe
Sinu
Sekondi
Abo
Nanna Kru
Harper
C. Palmas
Gr Lahu
BINGERVILLE
Gr Bassam
Assini
Axim
C. Three Points
Cape Coast Castle
LOME
Gr POPO
PORTO NOVO
LAGOS
Lekka
Mahin
Gula
Akassa
Bonny
Calabar
Buea
DUALA

Prepared in NATURAL RESOURCES INTELLIGENCE BRANCH
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WEST AFRICA AND ITS OPPORTUNITIES FOR CANADIAN TRADE

Cape Town, April 19, 1921.—In accordance with instructions received from the Department of Trade and Commerce, the writer undertook towards the end of 1920 a mission of investigation into the possibilities for Canadian trade in the British and French colonies of West Africa. The mission was projected in the late summer of 1919, and in that year a preliminary survey was made of the situation in England, in which country are located the head offices of the firms trading in West Africa, so far as the British colonies are concerned.

In the interval, owing to the interest shown by Canada in a possible direct trade with the West Coast, the several British Colonies were advised by the Colonial Office of the intended visit by a Canadian Trade Commissioner, and as a result two special reports were compiled, one by His Excellency Brigadier-General Guggisberg, the Governor of the Gold Coast, and the other by Mr. T. F. Burrowes, at that time Comptroller of Customs in Nigeria. Both of these reports have been reviewed in *Weekly Bulletin* (Nos. 853 and 869) and were indeed useful in showing the pulse of both the official and trading community, and as exhibiting a wholehearted desire to build up a connection between Canada and the West Coast.

On account of the extreme turn in the tide of British West African trade, the interval that occurred between the projection of the mission and its actual accomplishment has been to advantage, because any report, no matter how conservative in statement or how guarded and careful in its presentation of facts, on conditions as they existed in the year 1919 and early 1920, would of necessity have been misleading, as the crest in commodity prices was reached during that period; and although, due to the methods employed by most of the large buyers, the natives did not secure all the increase of price, the spending power of the country was such that it will take years of endeavour in increased production to place anything like the same amount of money again in circulation. In many districts natives, who had never known money of any kind, had plenty in hand; barter in these districts was forgotten, and it would seem as if it would be difficult to restore it, as the producers (natives) now realize that much more can be secured over the counter with ready money than by barter. There remains, however, the fact that the native has tasted the value of money, either for the first time or in increased amount, and knowing what comfort and even luxury it has brought him, there will always be an incentive (more particularly when the prices he has to pay for his wants approximate to the price offered him for his products), to produce in quantity and quality so as to secure as much money as possible each season.

There can be no doubt about the future prosperity of West Africa: first, because with the world in anything like normal working order, the raw materials of the colonies are sure to be in constant and growing demand; and secondly, it is not difficult to visualize the bettered condition of the native, when at first hand one sees and realizes the endeavours made by the Governors and other officials of the several colonies to protect him and his interests in every way, and to prevent him from being utilized for the mere exploitation of the country and for the profit of the few.

It is impossible to say too much in appreciation of the co-operation and up-to-date business methods shown by the Colonial Office in London, as regards the writer's trip to the British colonies of West Africa. While in West Africa, every official was

courtesy itself; there was nothing asked for in the shape of information that was not supplied, or a suggestion made as to where it could be secured. The Commissioner enjoyed the hospitality of the Governor of each colony, and in every case Their Excellencies, with their Colonial Secretaries, helped enthusiastically in making a success of the visit. Thanks and appreciation are also due to the general managers of the railways in Sierra Leone, the Gold Coast, and Nigeria; the manager of the latter road, Mr. Bland, who is a Canadian, placed a special car at the writer's disposal for his trip up to Kano, which is seven hundred miles inland.

Much of the comfort of the trip was also due to special arrangements made by Mr. David Jones, managing director of the Elder-Dempster Co., who had written to the agents of that company to arrange for the Commissioner's accommodation while in their respective districts, and when one mentions that there are no hotels on the whole of the British West African Coast, it is not difficult to appreciate the value of this arrangement, even though the "open door" hospitality of the West African Coast is proverbial.

Much might be written about the romance of trade and commerce in West Africa in the past and present, but the essentials in a report of this kind are the facts as regards the country, in so far as they may be interesting either from a Canadian export point of view, or from the point of view of the import into Canada, in a more direct way, of the raw materials of these colonies. And to these essentials the writer has scrupulously confined himself.

POPULATION AND BUYING CAPACITY

In addition to the four British Colonies a visit was paid to some of the French colonies. Taking in the territories visited from Dakar, in French Senegal, to Duala, French Cameroons, the total population is well over thirty-two millions, and every colony, British and French, is said to be very much under-populated. In quoting population, it is usual to estimate the buying capacity of the individual. This rule will not be followed in this report, as the buying capacity is usually according to the income, which, in tropical countries, varies from year to year. By income, of course, is meant the amount of produce gathered or harvested, and sold for export. Although, as stated, no attempt will be made to show the buying capacity of the individual, one could not help being struck by the fact that the Gold Coast, with a population of about one and a half million, has a purchasing capacity of about one-half of that of Nigeria, with a population of over seventeen millions.

As with some of the more civilized parts of the world, hygiene and conservation, as regards infant life, seem to be the only hope on the part of the interested departments who have plans to expand and to build up the population. Much of the work in view, in order to better conditions, had of necessity, with so many other things, to be delayed on account of the war and its after effects, but confidence is expressed that in the not too distant future the programme will be well in hand.

THE COLONIES AND PROTECTORATES OF WEST AFRICA, FRENCH AND BRITISH

The Colony and Protectorate of Nigeria includes the territory situated on the Bight of Benin, between Dahomey on the west and the Cameroons on the east. The approximate area is 375,700 square miles and the population at the end of 1919 was estimated at 17,500,000, including about 2,800 Europeans.

The Gold Coast Colony and Protectorate stretches along the Gulf of Guinea between the French Colony of the Ivory Coast and Dahomey. The hinterland includes Ashanti and the Northern Territories. The area of the colony was added to by the inclusion of a strip of the former German territory of Togoland, amounting to about

one-third of the whole, which was ceded to Great Britain under the mandate. The total area is 92,000 square miles, and it has a population of about one and a half millions, of which about 2,200 are Europeans.

The Colony and Protectorate of Sierra Leone, which is situated between French Guinea on the north and the Republic of Liberia on the east and southeast, has an area of 31,000 square miles, and a population of about one and a half millions, including 1,600 Europeans.

The Colony and Protectorate of the Gambia, situated at the mouth of the River Gambia, has an area of about 4,000 square miles, with a greatly fluctuating population, which is estimated at 155,000 permanents (Europeans about 150).

Senegal, which is one of the colonies of French West Africa, extends along the coast from Cape Blanco to the northern boundary of Portuguese Guinea, exclusive of the British Colony and Protectorate of Gambia. The area is estimated at 74,000 square miles, and has a population of 1,250,000, which includes over 5,000 Europeans.

French Guinea, which lies on the coast between Portuguese Guinea and the British Colony of Sierra Leone, has an area of 95,000 square miles and a population of 1,800,000, of which 1,400 are Europeans.

The French Colony of the Ivory Coast, which lies between Liberia and the British Gold Coast colony, and has common frontiers with French Guinea and the Upper-Senegal-Niger Colonies, has an area of 125,000 square miles and a population of about 1,400,000, with a European population of about 1,000.

Dahomey, which stretches from Nigeria on the east to the Gold Coast Colony on the west, and extends northwards to the French Military Territories, has an area of about 42,460 square miles and a population (1918) of 900,000, of which about 500 are Europeans.

The Upper-Senegal, including French Soudan and Upper Niger, has an area inclusive of about 770,000 square miles and a population of 6,250,000, of which 1,100 are Europeans.

Mauretania has an area of 344,000 square miles and an estimated population of 600,000.

Leaving out Mauretania and French Niger, the total population under French rule is about 11,000,000.

CURRENCY AND BANKING

The currency throughout the four British Colonies of West Africa is in sterling, and while British currency is accepted everywhere, the money which is most acceptable is that of the Currency Board, in connection with the West African banks, which are: the Colonial Bank, affiliated with the Bank of Montreal in Canada, and the Bank of British West Africa, which has some indirect connection with Canadian banks.

METHODS OF PURCHASE

Owing to the peculiar methods of purchase in West Africa, it will require a special effort on the part of Canadian firms to secure and hold a trade in that part of the world. It will also be necessary in many cases to duplicate their work as regards endeavour by catalogues, illustrations, price lists, labels, and (wherever possible) samples. The reason for this duplication of effort is that almost every firm doing business in West Africa with whom Canadian exporters should do business have their parent houses in the United Kingdom or France, where all orders or indents are confirmed.

In each large centre in West Africa, more particularly in the coast towns, all old country firms have their distributing houses or coast headquarters for that particular district. These distributing houses hold the reserve stock for their several districts, and it is these coast headquarters which indent of their own requirements. These districts embrace anything from five sub-branch stores up to eighty or more. The indent placed by the general agent of the distributing house, or coast headquarters, is never sent direct to the manufacturer or shipper; it is always despatched to the parent house either in the United Kingdom or France. The parent house, under normal conditions, will usually place the order as indented from the coast, but in nearly all cases they group their several coast headquarters indents, and the departmental buyers for the parent houses send out notices to several manufacturers or agents of same asking for quotations. These inquiries are not confined to the immediate vicinity of the parent house, but are sent to any centre from which a favourable quotation may be expected.

Although many United Kingdom firms send their representatives to West Africa, these representatives never secure orders for direct execution; they are, of course, often advised by the chief agent of the indent placed with the parent firm, but no actual order is placed with them. They (the travellers) are of course able to advise their firms about the indents placed, which are followed up by the manufacturer on receipt of the advice. This again is a duplication of work and cost, but it must be considered worth while, as one meets with a number of these representatives on the coast.

The real value of representation on the coast lies in the fact that when a firm, or group of firms, is established, the representation may at first hand find out what competing lines are encroaching, or liable to encroach, on sales, and why; also, it helps the seller at the West African end to understand fully the merits of the lines offered, to hear complaints, and to straighten out difficulties of any kind.

Before making any recommendations as to the best methods to follow in attempting to secure a share of this trade in so far as Canadian manufacturers are concerned, it will be best to make a study of the class of goods found in the several districts of West Africa, the packing required, and, as near as possible, some estimate of the quantity imported and the prospects for increase of trade.

Imports into West Africa

As a great deal has been published about the general imports of West Africa, it will be best in this part of the report to cover only those lines which it is believed Canada can undoubtedly supply, or in which, with a little effort, there is at least a fighting chance of securing a share of the trade. For the purpose of obtaining a quicker understanding as regards any one article, or group of kindred lines, instead of arranging this review in alphabetical order of articles, it is submitted in groups.

FLOUR

The greatly increased wealth of West Africa during the year 1919, and the first half of 1920, was the prime factor in the increased demand for flour by the natives. There is no doubt that during times of prosperity the demand of the natives is for wheat bread, and as the future development and prosperity of West Africa as a whole is a matter of certainty, Canadian millers may take it that this is sure to be a very big market for flour. And for the successful export of flour to West Africa it is an absolute necessity to live up to standard of quality.

The essential condition in production is a flour that will bake to advantage with "palm wine," instead of yeast. With very few exceptions the bread sold throughout the country is baked by native "mammies," and unless the flour is such that the bread will retain the "rise" after baking, there is little or no chance of a market. Sierra Leone is the only district in the British West African colonies in which yeast

is used in fair quantity. Dakar, in the French colonies, also uses yeast. The essential required is an extra dry flour, not too strong, which will stand up in the loaf and give a pure white bread. A sample of the flour used in West Africa has been sent to the Exhibits and Publicity Bureau of the Department of Trade and Commerce, Ottawa.

Good packing is necessary in shipments to tropical countries. First, a good close-fitting barrel (196 pounds flour), with as many as ten hoops. The importer, in nearly every case, is willing to pay for the extra hooping. In addition to the best cooperage in barrel, great care must be exercised in the proper kind and method of paper lining in all barrels. In a few districts shipments from Canada made within the past twelve months have been commended on account of the good packing. Judging from the writer's experience in other centres, there can be no doubt that in the past quite a fair quantity of the flour imported into West Africa as American is Canadian-made.

Throughout Nigeria and the Gold Coast there is a big import of flour in hermetically sealed tins, weighing 7, 14, and 28 pounds. The big sale is in 7- and 14-pound tins. While selling price quotations cannot be of any value, it may be interesting to note that the 14-pound tin was selling at Lagos, late in January, 1920, at 11s. 6d. per tin. Most of the tin-pack imports are from the United Kingdom.

Some importers at Dualla, in the Cameroon Protectorate, expressed the opinion that with special care in packing it may be possible to build up a big trade for deliveries in September, October, and November each year. The consensus of opinion along the coast is that it is unsafe to try it at all times of the year.

In addition to the possibilities for the development of a flour export trade in West Africa, it must be remembered that there is also a large tropical market further south than the French Cameroons, such as in the French and Belgian Congo, Portuguese coast and other territories.

NIGERIA'S FLOUR IMPORT

The import of flour into Nigeria in 1919 was 27,000 cwt. For the first eleven months of 1920 it totalled 26,905 cwt., which, on an average monthly basis of a little over 2,000 cwt., may fairly give an import for that year of 29,000 cwt. This makes an average annual import of 28,000 cwt. for Nigeria, and of this the port of Lagos absorbs over 24,000 cwt. Calabar and Port Harcourt are the next largest importers, but the quantities are small.

For 1919, out of a total import of 27,000 cwt., the United States was credited with 19,740 cwt. and the United Kingdom with 6,722 cwt.

GOLD COAST FLOUR IMPORT

At the time of writing, the 1920 figures of import for the Gold Coast were not available, but in the statistics for 1918 and 1919 the greater buying power in this one line of foodstuffs of this thinly populated province, as against the almost eight times larger population of Nigeria, is clearly shown. In 1918 the one and a half million population of the Gold Coast colony imported 7,835 cwt. of flour, as against 5,658 cwt. for Nigeria with its population of sixteen and a half millions; and in 1919 the total imports into the Gold Coast were 73,344 cwt. compared with 27,004 for Nigeria. Expansion of buying power will not come rapidly in Nigeria, but there is no doubt that in time the native of that colony will, per capita, be as large a consumer of flour as the native of the Gold Coast.

SIERRA LEONE

The only figures available at the time of writing of the flour imports of Sierra Leone are for 1917 and 1918. A careful average, after consultation with the principal firms, shows an annual average import from 1913 to 1918 of about 29,000 cwt., and up to 1917, of about 27,000 cwt. Of course, it must be remembered that Sierra

Leone is a naval station and a supply base for many ships. The colony and Protectorate of Sierra Leone is one, however, in which the natives in good numbers have acquired the wheat bread habit, and this colony may always be counted on as a sure and growing market for flour. About 95 per cent of all flour imports since 1913 are credited to the United States, and the balance is almost all from the United Kingdom.

Attention is again drawn to the fact that in Sierra Leone yeast is used for almost all the bread making. Canadian flour stands high on this market, it may be because it answers to yeast more naturally than to the palm wine used lower down the Coast.

GAMBIA'S IMPORTS OF FLOUR

This colony increased its imports of flour from 7,091 cwt. in 1919, to 17,201 cwt. in 1920. The average annual import previous to 1919 was 4,166 cwt. The imports from the United States in 1919 were 6,207 cwt. out of a total of 7,091 cwt., with only 796 cwt. from the United Kingdom. In 1920 the position changed, for out of an import of 17,201 cwt. the United Kingdom shipped 9,279 cwt. There is a certain import into this colony of French flour, of Marseilles manufacture, which is used by the natives of French Senegal who work in Gambia throughout the harvest season. Quite a number of these people migrated during the war to Gambia in order to avoid the danger of conscription by the French authorities.

The statistics of trade in this article of import, as well as most others, will be shown later on in this report, when the French Colonies of West Africa are reported on as a separate group.

BREAD AND BISCUITS

The item under this heading, on which Canada should make a good showing in export to West Africa, is what is known as cabin bread, or the native biscuit. It is a plain, cheap biscuit, fairly thick, sold in two sizes, each of an oval and square shape. There are two qualities, one slightly sweetened, and one quite plain. There is also a fair trade with native users of cheap fancy biscuits, small sizes and patterned.

On the better-grade biscuit of all kinds, the United Kingdom manufacturers hold the market. The supposed better grades from the United States have not been a success. There are two reasons for this: one is that they do not pack properly for the tropical climate of West Africa; the second is, that they do not manufacture to suit the climate. All better grades of biscuits must be in sealed tins. Many of the fancy and better-grade biscuits shipped to the West African market from the United States were packed in carton packets with a tin cover, and the cartons were shipped in light cases. The result was that many of the packages were crushed, and those that were not very soon became useless on account of the poor packing. Biscuits and all tinned goods must be hermetically sealed.

The cabin biscuits, the writer believes, should be made to advantage in Canada for export, because it is a plain biscuit which is put up in a packing that should be produced cheaper in Canada than in any other part of the world manufacturing this article for shipment abroad. This also, of course, applies to a large extent to the paper wrapper or linings for the biscuit barrel.

The methods of packing vary; but the two most popular, or rather the two in greater use, are small barrels weighing 75 pounds, and the square box pack containing 56 pounds.

In Nigeria there is a good demand for the barrel, or case, containing 112 pounds, and there is some demand for barrels of 196 pounds. There is also a demand for this biscuit in 7 pound tins, 24 tins packed to the case.

As regards fancy and better-grade biscuits, which come packed in the hermetically sealed tins of 1 and 2 pounds, and sometimes 4 pounds, the general opinion expressed was that there is only one English maker whose biscuits will keep indefinitely

—that is, on the shelf or in cases awaiting despatch up-country by road or river. The statement made generally is that all others deteriorate, even with the best of packing. It would seem as if the maker just referred to had discovered a process which carries his biscuits through all the trying seasons of a tropical country. It is impossible to tell the exact proportion of the cheap biscuit imported as compared with the better-grade goods used mostly by Europeans, but it may be taken for granted that the quantity of biscuits for the native trade is far in excess of the better grades.

Nigeria.—The total import of biscuits into Nigeria for 1919 was 17,221 cwt., and for the eleven months of 1920, these had increased to 39,132 cwt. The greater portion of these shipments is from the United Kingdom. In the French colonies, the Marseilles biscuit supplies the greater part of the market. The imports into Nigeria for 1919 were divided as follows:—9,151 cwt. to Lagos, 2.055 to Port Harcourt, 1,835 to Opobo, and 1,513 cwt. to Calabar, with smaller quantities to the other ports.

Gold Coast.—The total quantity of imports in biscuits to this colony in 1919 was 17,693 cwt. and was much above the average. Of this quantity the United Kingdom shipped 16,532 cwt.

Sierra Leone.—The imports into Sierra Leone average (1913 to 1918) about 4,700 cwt. annually. As with the colonies lower down the coast, the United Kingdom holds the greater part of this trade.

Gambia.—Quantities and values on biscuits are not shown in the Gambia returns. Inquiries, however, elicited the fact that the cabin bread is only imported in quantities in years of drought, or other difficult conditions. The better grades have a small but regular import each year.

FISH IMPORTS.

For a tropical country, bordered with a sea, the waters of which one would suppose would produce anything but good firm-eating fish, West Africa is certainly a surprise. At every centre along the coast, every day of the year, with the exception of Tuesday, one may buy from the native fisheries very good fish indeed. (The Tuesday exception is due to a superstition on account of a disaster of some kind that once happened to a native fishing fleet on a Tuesday. On this account the natives cannot be induced to spread their nets or take to the sea on that day.)

While the catch is good along the coast, there is no method of preservation, and as a consequence, for general requirements, there is a big import. In the rivers at certain times of the year—the dry season—there is a fair quantity of fish smoked by the natives, which is sold in many districts.

Many of the native tribes have acquired a taste for canned fish of several kinds, and when they have an extra bit of money, tinned salmon or sardines form a luxury of which they are fond. In such a period as the past two years, the native never questioned the cost, but under normal trading conditions, the packages must be of such a character that the price will suit his income.

Almost all kinds of canned fish can find a market in West Africa, but for quantity export the packers and shippers must keep the natives in view. Salmon is undoubtedly the favourite. The best selling sizes are the ½-pound and 1-pound tall tins. On all canned fish, except sardines, the label goes a long way in making a popular seller with the natives. The labels should be clear and bright and should picture the fish, which should stand out distinctly on the label. There is a big sale of the better quality salmon to the natives in trade and in the professions, in the larger centres. Europeans purchase good quantities of the better class of salmon, also of canned herring and pilchard. Herring in 1 pound tall tins is a good seller in some districts. Salmon labels should always be red in colour, illustrating the fish, and the herrings should have yellow labels, also picturing the fish.

Facts were submitted to the trade as regards the Canadian fisheries, and the opinion of all buyers who cater for the better class trade is that it is fairly sure that such packs as canned cod, chicken haddie, and others, would be taken up, not perhaps in large but ensuring a steady sale in fair quantities.

The big-quantity sale in sardines is the white tin, no labels or printing. The Portuguese are shipping a sardine of this kind, which is retailing in some coast towns in ¼-pound tins at 6d., and in other towns at 7d. There would seem to be no doubt about Canadian sardines finding a market in West Africa. As regards this, and other fish, it is a matter of submitting samples and prices. The native has a strong prejudice against cotton seed oil; to ensure big results some other oil must be used in canning—olive, or an oil similar in taste.

There is a large import into West Africa of smoked, salted, and dried fish from the Canaries, Spain and Denmark. The bonto, also known as stock fish, is the big seller to the natives. Information regarding Canadian cod aroused much interest with some buyers, others stated that the cod would sell if packed as required and sold as cheaply as the bonto. Several firms had, in the past, tried codfish from Canada, but the price was too high. A Lagos firm, who indented fair trial lots last year, complained bitterly about this packing of dried haddock from Canada. The packing was extremely bad; the least attention to it would have made a difference of pounds of fish in the case, and shippers must ever keep in mind the difference there is in laid-down cost when goods are packed to save space. Careless work of this kind is a penalty imposed on Canadian shippers generally.

The importation of wet salted fish, mackerel and herring, from Canada, has also been tried, but the fish did not keep as it should. There is a good demand for herrings in casks, wet salted.

In importing dried fish, the packing required is in 100 or 112 pound bales, pressed. A coarse sacking of jute would be sufficient, but it is just possible that other packing offered by Canadian shippers would be as satisfactory, and as cheap. The latest price quoted by European firms for baled dried fish was 85s. per 112 pound bales. Smoked or dried Canadian salmon is being tried by one of the big firms, and if it can be shipped regularly it should meet with success. Information was sought as regards the possible sale of a hard-smoked herring, such as is packed in Eastern Canada. Some were of the opinion that the packing seemed advantageous, but it would be best to quote prices. It will all depend on how it will keep in tropical countries, but regularity of shipments throughout the year would overcome possible difficulties as regards "keeping quality."

The only British colony giving up-to-date statistics of fish imports is Nigeria; Sierra Leone also keeps a separate record, but her figures are not available for later than 1918.

Nigeria.—In 1918, Nigeria's total import of fish was 1,773 cwt., of which the United Kingdom shipped 858 cwt., and the Spanish possessions 702 cwt. In 1919, the total imports were 7,727 cwt., 3,790 cwt. of which were from the United Kingdom and 3,909 from the Spanish possessions. The shares held by the principal ports were as follows: Port Harcourt, 2,055 cwt.; Lagos, 1,941 cwt.; Opobo, 1,835 cwt.; and Calabar, 1,513 cwt. For the eleve nmonths of last year (1920), Nigeria imported 53,254 cwt., valued at £212,256.

In the other colonies the fish imports are included under the customs entry of "provisions." There is just as good a market for fish in the other colonies—in fact, after careful study of stocks and of answers received on the question of fish imports, it may safely be said that in proportion the Gold Coast Colony is as big a purchaser as Nigeria.

AERATED WATERS

Although there is some attempt at manufacturing aerated waters in several centres in West Africa, the output is limited. Under normal conditions there is a big import of such lines as lemonades, lemon squash, ginger ales, etc., for the native trade. When one considers the retail price in West Africa, and the cost of bottles

in Canada, it does not seem feasible to suggest an effort in this trade. But for the aerated waters, which are of special quality for mixing with whiskies, etc., there would seem to be a prospect for some Canadian springs.

The first point to consider is that there is no return of case or bottles. The packing must be exceptionally good, and each bottle must be protected by a special wrapper, either of strong or corrugated paper. The leading English and French brands are the waters that enter into competition in this market. The packing is usually in quarts, four dozen to a case, and pints, five dozen. There are no quart sizes imported in the ginger ales and other better-grade goods.

Nigeria.—The average annual import into Nigeria for the past three years is over 76,000 dozen bottles. The imports for the first eleven months of 1920 were 97,247 dozen bottles valued at £44,268.

It has not been possible to secure the returns of quantity imports from the other British colonies. The imports are, however, very large, and for the other three colonies will probably be about one-half to two-thirds those of Nigeria.

ALE, BEER AND PORTER

This is a line of import which is staple. Tropical conditions will not permit of these brews being shipped in casks or kegs: all the imports are therefore in bottles.

Some importers prefer the following packing: 4 dozen quarts to a case and 5 dozen pints, and others require 48 quarts and 72 dozen pints to each case. All bottles must be protected by a safety covering of some kind. Bottles and cases are never returned. One Canadian brand of lager is known on the Gold Coast and is so satisfactory that repeat orders have been placed. Holland, Belgium and France are selling some of the lighter brews, and Germany has again offered delivery. The English trade holds the market on the beers and porters. It would seem, however, as if competition will be very keen from the Continent, as the several countries mentioned are sending samples for trial and quoting c.i.f. prices.

Nigeria.—The imports into Nigeria during 1918 and 1919 were below normal, averaging 127,000 gallons. For the eleven months of 1920, they totalled 189,144 gallons. Two-thirds of the imports for 1918 and 1919 were from the United Kingdom and the greater part of the balance was from the United States. On account of the poor quality now being shipped, and high prices as compared with Holland lagers, the United States exports will drop.

Gold Coast.—The Gold Coast imports in this line in 1918 and 1919 were much below normal. In the former year these were 58,579 gallons, and in 1919 77,136 gallons. The 1920 figures are not yet available. Information secured from several sources indicates an average annual import of not less than 125,000 gallons.

Sierra Leone.—The imports into Sierra Leone average 31,000 gallons annually.

Gambia.—For Gambia there are no returns showing quantity of imports; there is, however, a fair demand.

BACON AND HAMS

This is a line which is imported in two styles of packing, pieces and tinned. The latter is usually in 1-pound tins, the bacon or ham being sliced. In the piece shipments, the United Kingdom packing and quality is preferred. Some importers speak favourably of an American packing with gelatine, or some such substance, as a cover for the pieces. This covering is lined with salt next to the meat, and in a special way at the cut. The English packing is a layer, or coating, of salt, this being covered by cheese cloth, then a layer of oat shell with outside cover of fair quality hessian or good quality jute.

In bacon, the pieces vary from 8 to 12 pounds outside weight, and hams from 10 to 15 pounds. Quotations are usually per hundredweight (112 pounds).

MEATS—ALL KINDS

Preserved meats of all kinds are imported into West Africa. It is not possible to give the separate quantities because in some colonies the meats are shown under the heading of "Meats," and in others are included in "Tinned Provisions." The imports in tinned goods include meats of all kinds, but the big import is in corned beef. The 1-pound tin box is the big seller for the native trade, and of necessity it must be at a price. There are also imports in the ½-pound and 2-pound tins. Every other kind of tinned meat is sold. Exceptional care must be taken in packing and sealing the tin. Exporters of tinned provisions must keep ever before them that packing for tropical countries needs the greatest care. Considering the circumstances of their purchase, it is a great pleasure to report that some lines of Canadian meats are spoken of most favourably by the distributors in West Africa. These Canadian meats were purchased out of war stocks in Liverpool, and that they should stand up as they do for quality and packing in a tropical country of tropical countries, is surely a high testimonial for the Canadian industry. The Australian pack of corn beef is in evidence in almost every centre and is commended highly. There is also a large sale for salted and dry and wet meats. Pork in pieces, pigs' feet, head and tongue, wet salted, is in several sections of the Coast an important line of import.

BAKING POWDER

The United Kingdom brands of baking powder are the only sellers which were noticed in the warehouses or retail stores. Other brands have been tried from time to time, but they are never repeated in quantity. The import is all in tins, and the best selling size is the ¼-pound tin, on account of climatic conditions. There is also an import of the ½-pound and 1-pound tins.

BREAKFAST FOODS

The best seller is oats in 2-pound tins. There is a fair import of brands from the United Kingdom, but the greater bulk is from the United States. None other than a perfectly air-tight tin will do for shipment to South Africa. The West African trade would be glad to make its imports of oats from Canada. The packing must be in tins of 1 and 2 pounds, 36 tins to the case.

BUTTER

Butter is always imported in tins of ½ and 1 pound weight. There are shipments from several countries, the largest being from Denmark. A sample of the Danish quality and packing is to be seen at the Exhibits and Publicity Bureau, Department of Trade and Commerce, Ottawa. With regular shipping services and cold storage space, there is a remote possibility of building up a small export trade for Canadian butter in blocks, because there is a considerable development of cold storage accommodation on the West African Coast. There are at present plants at Lagos, Port Harcourt and Calabar in Nigeria.

CHEESE

There is a big import of canned cheese in ¼, ½, 1, 2 and 3 pound tins. The latter weight is a special cheese from Holland, the regular red-covered, reddish Dutch cheese, but always in air-tight tins. Cream cheese in jars, air-tight, is appreciated by Europeans in the principal centres. Canadian cream cheese found its way to West Africa for a long while, but is not now in evidence.

Cold storage will in time permit of the import of cheddar cheese in packages of from 20 to 30 pounds. A few are now shipped from England, carried by special arrangements in the Royal Mail Steamship Line's cold storage. These are, however, distributed the moment they arrive, their sale having been arranged before arrival.

CHOCOLATES, CONFECTIONERY, BOILED SWEETS

In chocolates and boiled sweets of all kinds there is a big import, nearly all British; and there is some import of Belgian and French chocolates. Chocolates cannot be shipped successfully to West Africa in any other way than in air-tight tins, and each chocolate wrapped in paper, silver or gold. The weights sold are ¼, ½, 1 and 2 pounds. The ½ pound and 1 pound are the best sellers. If Canadian manufacturers familiar with the export conditions will arrange to pack in air-tight cans or tins, there is no doubt about their ability to secure a big share, if not most, of the West African trade, because their export chocolates are in quality and finish unquestionably far ahead of any British or other lines sold on the West African Coast. On behalf of most of the brands on the West African market special claims are made as to their keeping qualities in the tropics. The Canadian chocolates which find their way to the Union of South Africa, and which pass through tropical conditions, while not always of the best quality made in Canada, are very much superior to the chocolates made and shipped by other countries under the special claim that they keep well in the tropics. Cream bars in ordinary packing would not suit West African conditions.

There is an import of plain cocoa and chocolate bars. These are packed in heavy silver paper, oil-proof paper, cardboard, and strong outside wrapper. There is considerably more wrapping than in the case of cocoa or chocolate.

There is a big trade to be done in boiled sweets. The natives buy large quantities of the cheaper lines. The manufacture must be of such a character that the boiled sweet will have a consistency that will not turn to sugar. The sweets for the natives are imported in two styles of packing, tin boxes of 4 and 7 pounds, and large glass jars with 4 pounds of sweets. All jars should have a special oilproof paper sealed over the glass stopper. Peppermint is a favourite flavour. Acid drops of all kinds are sold. Boiled sweets of fairly large size in imitation of fruit, such as a ripe red apple, peaches or other fruits, should be branded with such names as, say, "Ashanti Plum." The arrangement for names could be made with the importing trade. There is a good sale to the European trade for the better grades of boiled sweets in small glass jars or tins; some are also imported in bottles with large neck; all must be airtight. These must be nice fruit flavours. Quite a few are of rice sugar.

FRUITS, PRESERVED

There is a very big import of preserved fruits of all kinds. With the exception of one special line, there is a general complaint that the packing in the United States is not suitable for West Africa. The writer has certainly seen hundreds of blown tins. It requires great care in packing to secure the correct results, but if a reputation is established for good packing, big business is assured. It is stated that the syrup must be in much lighter liquid than is customary in preserving fruits. There is a market for 1 and 2-pound tins. Every kind of fruit which Canadian packers have for export would find a sale in West Africa. The continental packers of better-grade goods are the only successful people with apples. The preserved apple from any other source of supply does not keep very long. Whatever the trouble may be, if the tins do not blow, the fruit seems to crumble or divide as if it were cooked over-much. This does not apply to the peach, pear, or other fruits.

It has been suggested by several of the leading agents that, if Canadian packers are in a position to ship regularly and consistently, so that supplies may be depended on every year, and not when Canada is overstocked only, it would be a good plan to send a sample case containing one can or package of each fruit packed for export, these to be charged for if sold. In addition, a full range of labels as carried by the manufacturer. This, it is claimed, would be the best way to direct attention to Canada's ability to export preserved fruits properly packed to tropical countries.

There is some sale for the dried apple in air-tight tin containers.

MILK, CONDENSED

The imports of milk, condensed, both sweetened and unsweetened, are very large. There is some sale for the cream, and skimmed is also sold. Nearly all this is from the United States. The greater part of the milk imports are made through the medium of one company, but the countries of supply vary considerably from year to year.

SALT

In the knowledge that certain interests in Canada have recently made inquiries about salt exports from regular sources of supply, with the object of studying their prospective chances as overseas shippers, the following facts as regards West Africa are submitted.

There is some import of table salt in tins, but the large consignments are of coarse salt. Salt, as a matter of fact, in some districts of West Africa, is a medium of exchange—in other words, as good as money for the purchase of any article.

The packing varies. Some districts insist on a plain white cotton bag, others on a twill bag, others insist on striped Hessian, and others on plain. The weight per bag varies considerably: 20-pound, 34-pound, 40-pound, 42-pound, 44-pound, 50-pound, 56-pound, and 90-pound. The last quotation per ton of 2,240 pounds was 76s. 9d., bags charged extra. The latter point alone will always make a big difference, as the United Kingdom is able to quote very cheap on packing of this kind. The class of bag required is always stated when orders are placed.

Nigeria.—This colony alone imported for the first eleven months of 1920, 1,002,371 cwts., valued at £505,724. Those for 1919 totalled 1,098,999 cwts., of which 395,000 cwts. were shipped to Lagos, 174,000 to Forcades, 77,000 to Calabar, 40,000 to Opobo, 40,000 to Port Harcourt, 84,000 cwts. to Warii, and smaller quantities to other ports. Almost the whole of Nigeria's imports of salt are from the United Kingdom.

Gold Coast.—The total imports into the Gold Coast in 1919 were 137,876 cwts. The United Kingdom shipped 116,948 cwts., the United States 10,814 cwts., and France 4,692 cwts.

Sierra Leone.—The average annual imports of salt into Sierra Leone are about 6,000 tons, almost all from the United Kingdom.

Gambia.—Figures of salt imports are not shown for Gambia.

SAUCES, SOUPS, ETC.

These lines are imported freely, mostly for the European residents.

SOAPS

There are several sources of demand on the West African Coast for the possible supply of soaps from Canada, both common and toilet. One of the leading manufacturers of soap in the United Kingdom, whose interests in commercial affairs on the Coast are very great, controls most of the imports, but quite a few importers outside the sphere of influence of this corporation would be glad to hear from Canadian exporters who can compete and supply regularly. If competition in the common or laundry bar is impracticable, there is left a good market for toilet and cheap carbolic soaps.

Nigeria's imports of soap average annually about 65,000 cwts. For the first eleven months of 1920, these were 68,363 cwts., valued at £201,700. The great bulk of Nigeria's imports of soap are from the United Kingdom. The shipments to the Gold Coast will average annually over 31,000 cwts., almost the whole of which is from the

United Kingdom. Those into Sierra Leone will average about 7,500 cwts. per annum, the bulk of which is from the United Kingdom.

The figures for Gambia are not shown, but there is a good total which, added to the other territories, make it well worth looking after.

SPIRITS

There are several centres on the Coast which handle Canadian brands of whisky, One district in particular carries good stocks, importing regularly. There is a large consumption of whisky and high-grade gin, some rum and brandy, and a fair amount of wines of all kinds. What is known as "trade spirits" is a forbidden import in all four colonies.

Scotch whisky is a very large import. The writer understands that for some time a considerable portion of Scotch whisky exported from the United Kingdom had a good proportion of rye whisky in its make-up.

Nigeria imported 139,281 Imperial gallons of whisky in the first eleven months of 1920, of a value of £179,495, and for 1919 only 46,238 Imperial gallons were imported. Gold Coast imports of spirits, other than rum and gin, totalled 42,243 gallons in 1919. In Sierra Leone the imports of whisky average annually about 17,000 gallons, and of all spirits into Gambia about 12,000 gallons. As the United Kingdom's share of this total is about 55 per cent, this may be considered the average annual whisky import.

STARCH AND BLUE

Starch and blue are in evidence on the shelves of all West African stores in districts in which there is any white population, and are used in a considerable way by natives in and around coast towns and inland business centres. The only lines in evidence were of United Kingdom origin.

SUGAR

Under normal conditions there is a good import of sugar into West Africa. In many districts the big sale is on lump sugar, but there is a demand for the soft in browns and whites.

The packing for barrel sugar is best at 112 pounds, and good paper lining is essential. Cubes (white) were accepted during the war in barrels; now they are wanted in cases or cartons. A favourite packing of lump sugar for inland points is in tins of 4, 5, 6 and 7 pounds. Another favourite packing in both the cube and flat tablet is in 1-pound cartons, blue wrapper, white printing, and white wrappers with blue printing. These are packed 112 cartons to the case, tin-lined; also the same packing in extra strong case, not tin-lined, but all cases wired and clipped. Yet another packing which was used extensively pre-war, was 10 or 12 pound cartons in a box, 4 boxes strapped in flat iron or heavy wire strapping.

For the Arab trade inland, there is a good sale of white sugar in cones. This is usually shipped from Belgium. The cones vary in size; the best seller is about 14 inches high and about 6 inches circumference at base. These cones are shipped in barrels. The cones are wrapped in grease-proof paper next to the sugar, with an outside wrapper of plain blue paper.

Nigerian imports in the first eleven months of 1920, were 23,117 cwts. The Gold Coast imported 21,763 cwts. in 1919. Sierra Leone averages annually about 9,000 cwts. Gambia imported 12,534 cwts. in 1920, of which the United Kingdom shipped 1,348 cwts., United States 4,291 cwts., France 3,334 cwts., Brazil 1,768 cwts., and Portuguese Possessions 1,124 cwts.

SYRUP

Golden syrup is a very large import, and is in evidence as an article of sale, both inland and at the coast. Some dealers express the opinion that only the syrup from cane will keep to advantage on the Coast.

VEGETABLES

Tinned, or preserved, vegetables find a big market in West Africa. A very limited number of dealers have been supplied with one brand of Canadian vegetables, which has turned out very satisfactory both in quality and packing. Particular attention should be paid to labels. Sample shipments of one case assorted, as with fruits, will surely bring good results to any packer prepared for regular shipment. Except cabbage and cauliflower, all vegetables properly tinned will find a market, but more particularly green peas, beans, carrots, onions, beets, parsnips, etc.

The packing should be 100 tins to a case, of either ½ or 1-pound tins. There is some sale for the 2 pound tin, but it is not large. Shippers of canned goods should remember the weight contained in a case, and that cases shipped overseas receive a great deal of rough handling. After they have been despatched from the plant to the seaboard, and have been carried thousands of miles, at the other end they are dumped on deck, then dumped into lighters, from lighter to the shore another dumping, then thrown into a wagon or carried as a head load by native to the customer's shed, where they are usually dropped to the floor. From there, when cleared from the customs, there are at least two more rough handlings before they are placed in the warehouse. The cases should be strong. Build up a reputation for good packing of the parcel, clear labels, and strong cases which keep the contents in good condition and repeat orders may be depended on.

VERMICELLI AND MACARONI

Vermicelli and macaroni are sold in the larger centres in fair quantity. They must be packed in air tight tins. No other parcel will do. With the exception of flour in bulk, and sugar, almost all foodstuffs for tropical countries must be preserved in tin or glass containers; the preparation must be standard, and all packages positively air-tight. All tropical countries require large quantities of foodstuffs, and Canada with its immense production should certainly share in the imports of West Africa and other tropical countries.

IMPORTS OF METAL MANUFACTURES

The imports of metal manufactures as regards general trading in West Africa are limited in range, and often in quantity. There are, however, several articles of import in large quantities, and on most of these Canada has established a good reputation in other export fields. As regards quantity imports, it is impossible to give data; but the fact that large quantities are brought in can be best judged by the fact that the import is usually an article in everyday use by the native.

Samples of the leading hardware and tool lines used in West Africa are on view at the Exhibits and Publicity Bureau of the Department of Trade and Commerce, Ottawa, and illustrations will be submitted showing the kind of article most in use.

It is in the consideration of such lines as hardware and tools that one realizes the peculiarity of the native mind. If his tribe, or his father, has been in the habit of using a certain pattern, it is almost impossible to induce him to buy any other article. If, on the other hand, some pecularity about an article strikes him as being either the correct thing, or a "Ju Ju" against its being used in any other way than the right one, then that article is a permanency on the market with a constant increase in sale.

No agricultural machinery is in use from one end of the Coast to the other, except an odd piece by some government department. The hoe and matchet are in universal use. It is the earnest hope of officials in charge of government departments that in time the value of ploughing, harvesting, etc., will be recognized by the chiefs or wealthy natives—professional or business men—who would take a lead, and encourage the use of agricultural machinery by the small landowners among the natives.

Sawmill equipment seems to be the only industrial machinery which will make any headway in quantity of import, excepting, of course, requirements in machines and machinery for the railway shops and public works departments of the several governments.

ENAMELWARE

Enamelware is an article of import which is used in a much more general way than any one not familiar with West Africa would or could suppose. Pre-war on account of price Germany held this trade, and recently exporters in that country have been offering in quantity c.i.f. West African Coast. Their recent quotations are somewhat lower than stocks in hand, which are very heavy, but they are not nearly as low as their pre-war prices.

Some lines of Canadian enamelware purchased in London at an exhibition there last year were in evidence at certain centres on the Coast. This Canadian ware is appreciated for its quality and finish, and for a while sold freely, and should figure largely in any real effort for trade connection with West Africa. Again we have an article of every-day use which brings out the pecularity of the native demand.

Throughout Nigeria, with the exception of Calabar and the Cameroon districts, there is a demand for enamelware which, with the exception of a border of blue on the edge of the article about three-eighths of an inch inside and outside, is all white. There is some sale for a self-brown, blue or green outside, but inside must be white. In a few districts the granite finish, under normal conditions of supply, commands a fair trade. It must always be remembered that the white will be the big seller in Nigeria. The demands and requirements on the Gold Coast are somewhat the same as for Nigeria. In Sierra Leone and Gambia, while there is a demand for the all-white with the blue border, it is not insistent. The natives will buy any colour; the clear light gray is a very popular seller.

There is very little frying done by the natives for personal use. Cooking utensils in enamelware are for steaming and boiling. In some districts tin covers are acceptable in limited quantities; but the demand is for the enamel cover. Basins, from the smallest up to the extra large, are imported. The larger basins are used as the holder for head-carrying by the native, and of course for general use at other times. The chamber pot is of more general use than any other article; it is sold in a variety of sizes and used in a variety of ways. Soup plates are used much more extensively than other plates. Steam pans, sauce-pans, pudding bowls, mugs, kettles and teapots are imported in big quantities. In another section of this report some of the patterns used are illustrated.

In 1918 and 1919, the imports of enamelware were about evenly divided between the United Kingdom and the United States. Those into Nigeria in 1919 were to a value of £34,011, and for the first eleven months of 1920, of £123,640.

The success of the German exporter of enamelware is not due altogether to his cheaper prices, if very inferior quality. A great part of his success is owing to the fact that he is a packer for export, has reserves ready for shipment the minute the order is received, and that his invoices indicate clearly the contents of each case. All these conditions are a high factor in the placing of business. The buyers naturally follow the line of least resistance,—or in other words, when thinking of indenting for any given line they will first consider the manufacturer whose methods facilitate handling and despatch on receipt of goods.

LANTERNS

Lanterns form an article of Canadian export which should find a very big market on the West African Coast. The use of storm lanterns is almost universal by natives. Canada has already exported a lantern which is almost identical with the American-made lantern used in West Africa. Although the country is overstocked with almost

all imported lines for the immediate present, there were many warehouses clamant for lantern shipments, but advices to hand at end of February and the beginning of March indicated some deliveries from Canada and big deliveries from the United States.

The names of Canadian manufacturers have been submitted to importing houses, and inquiries should be received from several districts on the West African coast, or the parent houses in England or France. Manufacturers quoting should also offer separately for extra globes, which are usually packed in strong barrels. Some idea may be formed of the quantity used when it is known that only one large company on the Coast has an average of 2,200 dozen always on order.

There is also a demand for metal wall lamps and table lamps, and for hanging kerosene lamps. Any manufacturer offering a lamp which will not blow out on account of extra strong breezes springing up suddenly, is assured of a big sale. There is a fairly good sale for an acetylene lamp. Several styles of lamps used on the West Coast will be found illustrated on page 64 of this report.

TINWARE

There is a large import of tin dishes and basins. The basins are of standard sizes and used as measures for trading purposes by the natives. They are imported in several sizes, 6-inch, 9-inch, 12-inch, 18-inch and 20-inch in circumference; the 9-inch and 12-inch sizes are big sellers. A fine mesh sieve $\frac{1}{4}$-inch is sold in quantity, wood sides; these come nested in several sizes. There is a large sale of a metal hatbox, with lock and hasp hoops, Japanned finish. These are shipped nested, sometimes three sizes, and sometimes six sizes, the smallest size being 10-inch diameter, 11-inch depth.

BEDSTEADS AND MATTRESSES

Iron bedsteads are imported with wire mattresses attached in single and double beds, which are bought in fairly good quantities. The possibilities, according to all agents of retail houses in West Africa, are really very big, as they find an increasing demand by the natives. This means a potential market of a very large kind. The United Kingdom has always held the trade for both the general import trade and government supply, which some years is larger than that of the general trader.

There are certain peculiarities about iron or brass beds in West Africa, which are mentioned with illustrations shown on pages 64-65 of this report.

HARDWARE, IMPLEMENTS AND TOOLS

The first articles for review under the heading of hardware, implements and tools, are axes and hatchets. There is a big import of axes with handles; these are used principally for felling hard woods, such as mahogany. A good axe is in demand. The weights vary from a 4-pound axe to a 7-pound. There are a greater number of 7-pound axes used on the Gold Coast than in Nigeria, where the 4-pound axe is favoured. There is not a big demand in Sierra Leone or Gambia, although there is some import of the 4-pound axes.

There is a good sale by the traders of a hatchet with nail ratchet and hammer head. The ordinary hatchet is also imported in large quantities and used in many districts for palm kernel cutting. The ratchet and plain hatchet are usually imported with the straight handle. The weight most in use for palm kernel cutting is $\frac{3}{4}$ and 1 pound weight; this hatchet is more of an axe in shape.

Hammers.—There is a fair demand for carpenters' hammers of all kinds. The mining districts use the 4-pound mining hammer more than any other weight. There is also an import of 8, 10 and 16-pound mining hammers. Illustrations of the type used will be found on page 64 of this report.

Bolts and Nuts.—The bolts and nuts in use are all British pattern and thread. For general trading purposes, the $\frac{3}{8}$-inch and $\frac{1}{2}$-inch, up to 6-inch length, are the sellers. For the mines, the $\frac{1}{2}$ by $2\frac{1}{2}$-inch and $\frac{3}{4}$ by $2\frac{1}{2}$-inch are the sizes used in quantity. Ten to twelve tons of each size is the outside quantity used annually by one of the most active mines in Tarquah Gold Coast.

Bolts, Draw Bar.—Bolts for doors and windows are sold in large quantity. The biggest sale is for the black japanned iron bolt. There is a good sale for the galvanized finished bolt. All sizes are sold, and there is some sale in brass up to 6 inches.

Coopers' Tools.—This is one of the very large imports into West Africa. Nigeria imports more in proportion than any other colony on the coast, the shipments for 1920 being valued at over £873,000. The requirements under this head include, of course, the staves, but in tools there are such articles as coopers' hammers, all weights up to 5, 6, and 7 pounds, which are the best sellers. Then there are rivets, scribes, drivers, beck iron, hoop iron, shooks, staves, bung borers and coopers' compasses.

Cutlery.—There is a fair import of cutlery. For table use the greater portion is of a cheap nature. Some of the warehouses stock a patent razor, made in Canada, but which is also shipped from the American plant. The Canadian-made blade has the reputation of being a much superior article. The bulk of the import in table cutlery is from the United Kingdom, the United States share being about 10 per cent. Pre-war German table cutlery, and cheap pocket knives found a good market in West Africa.

Chains.—Chains are not in general use, except in certain districts, where they are used in connection with river transport. Nigeria, Sierra Leone and Gambia are the markets for canoe chains, and the heavier chains for lighters, tugs and river steamers of all sizes. The canoe chain is usually an oblong link and varies in lengths as follows: 10 feet, 12 feet, 15 feet and 20 feet long. It is always shipped packed in casks.

Carpenters' Tools.—There is a large and growing import of carpenters' tools, the greater proportion of which is used by native carpenters. The demand is for a reliable medium-priced tool. For some native tradesmen there is an import of high-class goods; these are also used by government departments, including railways, and by the mining companies.

Cross-cut saws.—There is a very good import of cross-cut saws, most of which are used in cutting down mahogany. A good bending steel is essential. The sizes stocked throughout the country are in 7-foot and 8-foot lengths.

Files, Rasps, etc.—Large consignments of files are sent to every centre on the Coast. All kinds are imported and all sizes. For the mines, the principal demand is in triangular files. There is some import of a file well known in Canada, but not from the Canadian plant. If quotations were submitted from the Canadian plant, or any Canadian concern competing, a good trade could easily be established.

Flat Irons.—There is a really big import of flat irons right through the Coast. All sizes, up to 7-pound weight, are in evidence. There is also, in some sections, a demand for a fuel iron which will carry coal or charcoal in a case above the iron.

Guns.—There does not seem much hope of any export of guns in the ordinary way from Canada. There are good quantities imported of the only gun allowed the native in West Africa. It is a cheap article which would not be hard to put together. It is known as the "Long Dane," and has a flint lock, flashpan, ordinary gun stock, and a barrel not unlike a piece of gas pipe. The full length of the gun is 5 feet 6 inches.

Garden Rakes and Tools.—There are very limited shipments of these tools to West Africa, and the trade is hardly worth an effort, unless in connection with some other line.

Hoe, Matchet, and Adze.—The first two lines, the hoe and matchet, form the big tool and implement imports of West Africa; and adzes are also brought in. For years, and even now, although not in the same quantity, these tools were native-made. Through the kindness of His Excellency Sir Hugh Clifford, the Governor of Nigeria, samples of the native-made hoe have been sent to the Exhibits and Publicity Bureau of the Department of Trade and Commerce, Ottawa. Any Canadian manufacturer who can submit samples along the lines of the pattern to be seen in Ottawa, at a reasonable price, is assured of a trade running into thousands and thousands each year. The patterns vary according to locality, but the quantities are always worth while.

The matchet is another agricultural tool, or implement, for which there is a very large market. Before the war, Germany was laying down a matchet at a cost of about 3½d. During the war this tool ran up to such a price in supply from the United States that the native in many districts, not being able to purchase, was forced to make the best tool he could from old hoop iron. The adze is a very big seller inland on the Gold Coast, and is sold in many parts.

Illustrations of the above lines will be found on page 67 of this report.

These three lines—hoes, matchets, and adzes—run into large quantities, and it would seem from past experience with some progressive Canadian manufacturers as if Canada could secure a very big share of the trade which pre-war was German, and which is now held by the United Kingdom and the United States.

Hinges, Butt and T-shape.—In all these lines there is a fairly good import in both brass and iron. The T-hinge is brought in largely in galvanized finish, with some in japanned, and a good import of the plain iron.

Hasps.—There is a good import of hasps at every centre. Plain iron shipments are fair, galvanized finish is good, and the black japanned finish is also a good seller in all sizes up to 8-inch. Illustrations and other data are submitted on page 68 of this report.

Kettles.—In addition to the enamelled kettles already referred to, there is a fair import of tin and brass kettles. There is also a big import of cast-iron kettles. The two best selling sizes are 4 pints and 10 pints. Other sizes are of course imported; black japanned finish is the best seller. The covers are not cast, but made of pressed steel, knob and cover all one.

Lawn Mowers.—From inquiries made there cannot be more than twenty lawn mowers on the Coast, but the opinion is expressed that, owing to the many bungalows being built, there will likely be a certain demand in time.

Locks.—Door locks, mostly of the cheaper make, are imported in quantity. Fully 80 per cent of all door locks have the brass handle. There is also a good import of locks for native boxes and native-made furniture of the better grade, and the shipments received of galvanized padlocks are large. The big sale is on sizes 1½-inch, 2-inch and 3-inch. There is also a certain demand for the ordinary padlock, plain iron and japanned finish. Cheapness is essential. The native puts a padlock on anything that it is possible to put it on. His theory is that it is not at all wrong—unless caught—to appropriate anything if it is not necessary to break into something to secure it. Illustrations of locks are shown on page 68 of this report.

Meat Choppers.—There is a very fair sale for meat choppers. The lines noticed were mostly of American pattern.

Nails.—There is a very big import of wire nails. It is surmised that the 2-pound parcel would be satisfactory, 28 or 56 parcels to a case. Some districts have used the

1-pound parcel. There is a demand for wire nails loose in cases of 14, 28 and 56 pounds. There is an extra sale for the 2-inch nail; some districts demand 22 pounds, and others 28 pounds to a case. For general stock purposes all sizes from ½-inch to 6-inch, are sold. For the building trade and some general import trade, loose nails in cask or barrel of 112 pounds are brought in. These must be bound very strongly with wire, otherwise the shipment must be in metal casks. In river sections of the coast, there is a demand for the wire nail in jute bags, 7 pounds to a bag, and 16 bags (112 pounds) in a metal keg.

For inland purposes, it is essential that the nail be rough in finish to prevent popping out when the Harmatan winds are blowing. If possible a wire nail, with prongs pointing to head on lengths of nail, would be a big seller for all inland work, and would be used in many parts of the Coast. In the river districts, there is a demand for a spike-shape nail, with big head, for canoe work. Cut nails are also imported by the building trade, and some general importers, in sizes 1-inch, 1½-inch, 2-inch, 2½-inch, 3-inch, 4-inch, 5-inch and 6-inch in bags of 100 and 112 pounds. The mines import 6-inch nails in good quantities. The packing is either 100 pound kegs or 50-pound cases.

Pickaxes.—The regular pickaxe is sold in very small quantities by the general dealers. The mines import a good quantity of the 4½-pound double-ended pick. An illustration of this pick is shown on page 67 of this report.

Plyers, Pincers and Punches.—Only a limited import of these tools is made. The plyer imported in greatest quantity is for wire cutting, a 6-inch tool insulated with rubber handle. There are some imports of the plain wire cutter.

Pins, Cotter.—This article is usually of malleable iron and split. It is sold in all sizes and is used extensively on the mines and in some government workshops.

Pipes and Piping, and Fittings.—The wrought-iron piping is imported by the mines and government railways, also public works departments, and some by builders. The imports by the mines are up to 10 inches, but the big demand is for the 3-inch, with a threaded screw socket at each end. The ordinary cast iron plug cock up to 2-inch size is brought in in large quantity. In brass and gunmetal fittings the import is small, one of the large mines receiving at most, of all sizes, annually 1,000 pieces.

Screws.—There is a fair import of galvanized screws for building purposes, and by the mines. There is some sale of the brass screw, and a fairly good sale of the iron screw, bright finish, for native box work, and also for building purposes.

Scales.—A few of the cheaper kind and some better grades in large centres are imported for counter use. The big import of scales is in platform scales for produce weighing. These platform scales are to be found in every corner of the country. All sizes are sold, from 150 to 3,000 pounds. The best selling size is 300 to 500 pounds. In the larger size platform scales, the demand is for 10, 20 and 30 cwts.

The Germans are able to offer a one-ton platform scale, laid down in any Coast town of West Africa at £30, and consigned in any quantity, for any length of time, or rather until sold. Of course the offer has been made to the old reliable houses only; nevertheless, German manufacturers must be in a good financial position when able to consign articles running into these high prices in any quantity that may be demanded.

Shovels and Spades.—The biggest import of shovels is for the mining district, but the total is not really large. Some idea of the quantity sold may be formed by the fact that one of the most active gold-mining districts would handle 3,000 dozen a year at most. There is, however, from one end of the Coast to the other, a fair import, to obtain a share of which an effort should be made. For agricultural work, although used in a small way, the T handle is preferred; the railways also use the T handle. The mines, and some section of railways, prefer the D shape. The kind used in West Africa are illustrated on page 67 of this report.

Spanners.—There is an import of all kinds of spanners. The Clyburn is a big seller in all sizes, from 6-inch to 24-inch. The mines are also big users of spanners. There is a very good sale indeed for a 14-inch screw spanner.

Spikes.—The mines are the largest importers of dog spikes. All sizes are imported; the 3-inch and 4-inch for light rail is the big seller. They are usually imported in kegs of 100 pounds.

Stoves.—There is only a fair sale for a cooking stove, mostly of the cheap class which will burn either wood or coal. There are very few oil-cooking stoves used. There is a possible good sale for an oil heater. Perhaps something on the order of forced draft. During the rains on the Coast at night there is some necessity for heating, and inland during the "Harmatan" season at night it is very cold, and a heater of this kind should sell in fairly good number.

Traps, Animal.—There is a good import of animal traps into West Africa. All the traps have chains attached. They are sold in all sizes; the 10-inch, 12-inch, and 14-inch are the big sellers. The kind used are illustrated on page 72 of the report.

Trowels.—There is a good import of trowels and these will be increasing.

Valves.—See the notes on pipes, piping and fittings, page 25. In rubber valves the sale is in $2\frac{1}{2}$-inch, $3\frac{1}{2}$-inch, and 9-inch sizes.

Washers, Steel.—All sizes are stocked by the mines and machine shops in railways and public works departments. The locking washer has the best sale.

Wire.—Only in Nigeria is there a fair import of plain fencing wire, as it is not compulsory to fence all compounds. Barb wire is not allowed. The mines in Tarquah import a steel mesh wire $\frac{3}{8}$ inch, 2 inches wide, in lengths of 27 feet. Another wire for the mines is 27 strand W.S. 20 mesh, $\frac{3}{8}$ inch, 16 wire gauge. A spring steel wire is also shipped. The wire rope imported is the Langsley rope, $\frac{7}{8}$ inch, 6 wires to strand, 7 strands to rope of best plough steel, hemp cord, in lengths of 3,600 feet. The breaking strain is 130 to square of metal. Another import on the gold mines at Tarquah is a $\frac{5}{8}$-inch rope, same make up and quantity, and at odd times the same length of flexible steel wire in $\frac{1}{2}$ inch and $\frac{5}{8}$ inch is brought in.

Iron and Steel, Bar and Rod.—The imports of iron or steel in bars and rods are fairly large in all the colonies. Nigeria alone imports an annual average of 1,000 tons, and as more round rods and other wrought iron will continue to be used for reinforcing cement, the average should increase. The kinds and sizes vary considerably. The variety wanted is usually soft, to be worked with a coal loaded with sulphur, or by wood fire. The big selling lines in Nigeria are 2-inch, $2\frac{1}{2}$-inch, and 3-inch by $\frac{1}{2}$-inch, in lengths from 12 feet to 24 feet; 18 feet is standard. Other sizes stocked are $\frac{3}{4}$-inch by 2-inch, 1-inch by 2-inch, $1\frac{1}{4}$-inch by 2-inch, and $\frac{7}{8}$-inch by 3-inch. The round is usually $\frac{1}{2}$ inch. Cement pillars are used extensively in new bungalows, and the round iron is used for reinforcing.

Another import of iron bars into Nigeria is in the following sizes for the manufacture of hoes by natives: length 8 feet 4 inches by $1\frac{1}{4}$- by $\frac{5}{8}$-inch in bundles of ten. The bundles must be securely fastened so as not to break apart. They are stocked and sold in bundles.

The specifications above given apply also to the Gold Coast, with of course varying quantities. The gold mines in that colony use a limited number of rods, perhaps one ton each annually, in sizes $\frac{3}{8}$-inch, $\frac{1}{4}$-inch, $\frac{1}{2}$-inch, $\frac{5}{8}$-inch, $\frac{3}{4}$-inch, and $\frac{7}{8}$-inch. The mild steel imported is nearly all in small sizes.

Galvanized Iron Sheets.—There is a very large import of this material in the corrugated sheet. The sizes most in use are 8 feet by 3 feet, 24 gauge, and 6 feet by 3 feet, 24 gauge. There is also a demand for 30 and 32 gauges.

Iron and Steel Sheets.—There is some import of steel sheets by the railways of the several colonies. The names of possible suppliers in Canada have been submitted to interested departments and to general importers. If inquiries have not been made as a result, it is probably because there has been a big drop in the English prices.

Galvanized Ironware.—In buckets and other galvanized ironware there is a large import, more particularly in the buckets, which are sold in great quantity. Some of the buckets have covers, but the greater number are without. Illustrations of buckets and packing for export are shown on page 63 of the report.

Pots.—Cast iron pots for native use, some with legs and others without, for cooking purposes, are sold in large numbers. For some years the great bulk of this import has been from the United Kingdom. The imports of Nigeria for 1919 were 2,073 cwt., and these had increased to 7,280 cwt., for the first eleven months of 1920. This line is illustrated on page 63 of this report.

VEHICLES

Trucks.—The two-wheeled hand truck for use in warehouses is coming into vogue fairly well; but the import is not large. There seems to be a fairly heavy stock on hand owing to heavy purchases in 1919 and early 1920. The two-wheeled truck is for bales and bags of bulky material, and it is essential therefore that the truck be of a fairly wide platform. The inside flange wheel pattern, as made in Canada, should meet Coast requirements. There is some sale for a four-wheeled platform truck, both boxed and end supports only.

Wagons.—This is about the only wood vehicle imported into West Africa. It is used for hauling freight from warehouses to retail stores, or in any big centre from one point to another. It is handled by man power (native). In Nigeria there is a demand for a platform wagon, roller bearing and connected with platform under body for front wheels. An illustration is shown on page 73 of the report.

Bicycles.—At present there is a very heavy stock of bicycles throughout the colonies. During the boom they were selling very freely and in the best grades.

The West Coast of Africa is undoubtedly a potential market for a good reliable bicycle at a low price. As the great majority of natives ride barefooted, the pedals must be of rubber. Gear cases are essential, and metal rims. The native wants a free wheel and will not purchase a fixed wheel bicycle. Although for the moment the sale has gone dead, the prospects, under normal conditions, are of the very best. Almost every firm on the Coast has one or more bicycle agencies, which means that the sale of a given brand is confined to the possibilities of one general merchant only, and there would seem to be no other way out of it. There have been recent offers from the Continent of Europe of bicycles costing £5 and £6. The motor cycle is sold in good numbers, but is not in general use by the natives, although quite a number of the clerks and the professional class in large centres are using them.

Motor Cars.—The use of motor cars is increasing rapidly, and lorries are used extensively in road transport work. This is an avenue for big development in West Africa. Road rules are being enacted which will prevent lorries, when loaded, from running over country roads if the total weight is above two and a half tons.

Although Canada is not given credit for any of the motor car imports, the writer had the pleasure of seeing frequently the "Made in Canada" sign on a car and lorry,—admittedly the only car and lorry, up to the present, which meets all the requirements of pioneer country district transport.

One of the reasons why Canada is not credited with the sale of motor cars and lorries, and other lines of goods imported into West Africa, is because Canadian manufacturers insist on settlement in New York for Canadian-made goods and bearing

the "Made-in-Canada" sign, and some manufacturers go so far as to invoice these Canadian-made goods from their American plants or agencies. This point has been mentioned before in respect to South Africa, and further stress need not be laid upon it. Business firms or manufacturers must be given credit for knowing what is best in their own interest, and one is prepared, up to a point, to admit that exchange conditions and, of necessity, settlement by their firms warrant a course of this kind (not the invoicing from the American office). At the same time, it has the effect of spreading throughout the Empire a feeling which is not favourable to Canada, and other Canadian exports are handicapped accordingly.

Windmills.—The value of windmills in West Africa has been demonstrated at almost every centre, but the import is only specialized principally by the agricultural and public works departments of the several governments.

It would be advisable for Canadian manufacturers to send catalogues to the directors of each of these departments for each colony. The Director of Public Works at Accra, for the Gold Coast Government, would be glad to hear from Canadian manufacturers of windmills, with data of all kinds showing their experience in other fields. On account of one unfortunate experience with a Canadian manufacturer, he wants to hear only from companies who are prepared to execute promptly any orders placed with them, or at least to acknowledge correspondence.

MACHINERY IMPORTS

Mining machinery is the principal import in both the Gold Coast for gold mines and manganese ore mining and in Nigeria for tin mining. The rock drills in use on the gold mines are Ingersols, small sizes, Jack Hammer, Cornish and Holman. The shoes and dies in use on the gold mines are of the same pattern as used on the Rand (South Africa), only lighter, the total weight being 1,480 pounds.

Electric machinery is sometimes imported by the mines and by manufacturers developing electric lighting.

The cables for the gold mines are 3/20 single cord, 7/14 rubber insulated. Single coil cables 19/058" insulated and braided. Three cord cables 7/14 high tension insulated and armoured, also 7/18 and 7/19. Another wiring is 10/35 insulated taped and braided; 7/16 single cord rubber insulated; and 7/22, 37/14, 39/14 rubber, inches. Insulating tapes of all kinds, with drops, switches, rosettes and lamps are purchased by the mines and some municipalities. There are very few fixtures used, almost all drop lights.

The railway machine shops have very full installation of machinery of all kinds, and are each season placing orders for machinery, either for replacement or extension. A big workshop extension programme is under consideration for the near future in Nigeria.

Steel Drills.—The mines are importers of steel drills, octagon and $1\frac{1}{8}$-inch circumference, 2 by $2\frac{1}{2}$-inch, 18 foot lengths. There is also a demand by the mines for manganesed steel bars, Osborn type for the tube mills.

Machinery Compounds.—The mines and government departments import bearing metals, asbestos packing, grinding compounds, graphite packing and metals in bars.

Hose.—Importations are pretty much limited to the mines, and then the use is confined to armoured rock drill hose.

Belting.—The only beltings observed in use were in the gold mines and railway workshops. The mining belting was a balata in different sizes, up to 20-inch, with 6-ply copper woven edges. A special belting brought in in fair quantities was a 6-inch marked T and G of English manufacture.

Carbide of Calcium.—Not a large import. The gold mines probably use about 2,500 pounds a month. This is imported in 100 or 112-pound drums, which must be air-tight. The climate of West Africa disintegrates calcium of carbide very quickly.

A fair trade is developing in lamps for lighting purposes. If a lamp for native use was developed, which would be simple to handle, and which would compete with oil or candles, a large trade would result. Supplies of carbide would, of course, have to be fairly frequent and regular. A quality of carbide, with some protection from disintegration in hot humid climates, would be a great stimulus to the more frequent use of lamps for household purposes. There is some import by the wholesale dealer of 112-pound drums, and a good sale for the 1, 2, 3, 4 and 7-pound tins. The 28-pound tin is a good selling size in some districts.

Coal.—The mines on the Gold Coast and the railways, which have already had some experience with Canadian coal, are open to purchase if it can be laid down at a reasonable price. The last lot of coal from Canada used on the Tarquah mines, which are some sixty miles inland, cost at the mines £10 a ton; this is much too high. The charge and delivery at Tarquah from the steamer by lighterage and rail to the mines is about $4.50 a ton. A satisfactory laid-down price for the Tarquah mines will mean a contract covering about 2,750 tons a month. The railways of Sierra Leone and the Gold Coast are also open to purchase. Sierra Leone, which is the British coaling station for the Coast, would probably also be a good market for Canadian coal. Ocean freight prices, with cost of coal, must be such that the C.I.F. price landed will compete with supplies coming from shorter hauls.

BUILDING MATERIALS

In the range of imports into West Africa, which is included under the heading of building materials, Canada should secure a big trade; first, because there are several lines of Canadian export which will fill the special requirements of this country; and second, because the building programme for both private and Government purposes will be a large one for some time. In addition, there are public works projects under consideration, such as docks, sheds, roads and railway extensions, which will require immense quantities of building materials. There should be no difficulty in securing business from regular importing houses, be they wholesale or specialists in certain lines of materials, if competitive prices and the necessary data are submitted to the prospective purchaser.

For Government business in West Africa, be it requirements for public works departments or railways administration, Canadian manufacturers will have to keep in communication with the Crown Agents, 4 Millbank, Westminster, London, either through their own agents in England, or by regular and systematic supply of data, showing their ability and preparedness to supply quantity regularly and to compete with any other source of supply. They must also submit facts which will be a guarantee to the Crown Agents that any orders placed will be carried out according to contract. The Colonial Office of the British Government, and its purchasing branch, the Crown Agents, have expressed a sincere desire for applications for tender forms from any Canadian firm which is prepared to conform to the general conditions here outlined.

WOOD AND TIMBER IMPORTS

Although the several British colonies of West Africa are well wooded, there does not seem to be any timber which can be produced in quantity to replace imported woods for general building purposes. Another feature, even where labour is supposed to be cheap, is that in nearly every case local woods offered to the dealer in sizes suitable for building material, are usually just a fraction in price below the price of the imported plank or deal. Pitch pine seems to be the favoured wood with most people in West Africa interested in lumber. In the past, there has no doubt been a huge import of pitch pine, but if all the pine, or rather wood, one sees offered for sale as pitch pine, at pitch pine prices, has been purchased by the dealer as pitch pine, it does not speak well for the knowledge of the buyer. There is some import from the United Kingdom, the Baltic, and Canada, with of course the bulk from the United

States. There is also a supply to the Coast from imported stocks carried on the Canary Islands, the entry being classed as from Spanish Possessions.

Pine and spruce from the east of Canada seems to fill many requirements in a building way, when used by importers who specialise in this class of wood. Douglas fir is now stocked by one very large Canadian dealer, who has already placed a fair repeat order in this market. The manager of the timber department of the large firm referred to is enthusiastic about the possibilities of Douglas fir, which can be sold cheaper than either pitch pine or its substitutes, sold as such. He, however, as with all merchants or importers, must go, as they say in West Africa, "softly, softly," until the native tradesmen express the opinion that Douglas fir is *the wood*. There would seem no doubt that small and medium-size cargo quotations along the Coast would bring results.

It may be well to state here that if cargo quotations are made C.I.F. West African ports, anywhere below Sierra Leone, and they are for sailing vessels, it is essential that the sailer should have auxiliary power, or it might possibly take months before the vessel could return, owing to prevailing winds, or rather, lack of wind, in a given zone.

From the moment the wood situation was investigated by the writer, there seemed no doubt that Douglas fir could find a good market in West Africa, but one is more than ever convinced when he finds a stock of Douglas fir which is appreciated for its value as against any other wood, and when consideration is given to the fact that the shipment of Douglas fir above referred to was only a fair quantity parcel, shipped from Eastern Canada at full steamship ocean freight rates, and bearing, of course, the added railway transportation across Canada.

Some districts on the Coast are fair importers of doors, several importers averaging 200 in a shipment. The best size for import is 6 feet 6 inches by 2 feet 8 inches, four panels, and they must not be three ply. It is the builder in a position to import to whom doors are usually consigned; the general dealer, or lumber dealer, usually fights shy of these stocks, as the native carpenter and small builder would not purchase his lumber if he stocked doors.

Building board, or fibre board, is already well known in certain districts on the West African Coast. There is undoubtedly a big market for this, but the manufacturer will have to educate his prospective purchasers by sending advertising matter showing their experience in other tropical countries, and establishing the value of this article from the point of view of economy. If the manufacturer has any data regarding quality for resisting vermin, or such insects as white ants, this should be supplied.

The Gold Coast calls for scantlings in the following sizes:—3 by 2 inches, 4 by 2 inches, 4 by 3 inches, 6 by 2 inches and 8 by 2 inches; a few 9 by 3 inches and 10 by 2 inches, assorted lengths. Rough boards, 6 inch, 8 inch, 9 inch and 12 inch, $\frac{7}{8}$ inch and 1 inch, assorted lengths. Tongued and grooved, dressed on both sides, $\frac{7}{8}$ inch, finished in 4 inch,, 5 inch and 6 inch, assorted lengths. The above sizes are more for the importing builders than the jobbers or dealers.

The following range of sizes are an approximate demand for assortment in a cargo lot:—

½	by	6	inch	ceilings, G. & T.	12 ft. to 20 ft.	2	by	9	inch		16 ft. to 30 ft.
1	by	6	"	floorings, "	" "	2	by	10	"		" "
1½	by	6	"	" "	" "	3	by	3	"		12 ft. to 20 ft.
½	by	12	"		" "	3	by	4	"		16 ft. to 24 ft.
1	by	12	"		" "	3	by	5	"	floorings	" "
1½	by	12	"		" "	3	by	6	"		" "
2	by	12	"		" "	3	by	8	"		20 ft. to 36 ft.
2½	by	12	"		12 ft. to 24 ft.	3	by	9	"		" "
3	by	12	"		20 ft. to 36 ft.	4	by	4	"		16 ft. to 24 ft.
4	by	12	"		" "	4	by	6	"		" "
2	by	2	"		12 ft. to 20 ft.	4	by	8	"		20 ft. to 36 ft.
2	by	3	"		" "	4	by	9	"		" "
2	by	4	"		16 ft. to 30 ft.	6	by	6	"		20 ft. to 36 ft.
2	by	5	"		" "	6	by	8	"		" "
2	by	6	"		" "	6	by	9	"		20 ft. to 36 ft.
2	by	8	"		" "	6	by	12	"		" "

Nigeria's imports of wood and timber, dressed, totalled for 1919, 531,032 superficial feet. Wood and timber, rough hewn, sawn or split, totalled 779,673 superficial feet. For the first eleven months of 1920, the total imports in the rough were 3,586,945 superficial feet, valued at £89,810.

The imports for the Gold Coast are bulked under one entry. The total for 1918 was 2,544,614 superficial feet, of which 2,514,594 superficial feet came from the United States. In 1919 there was a drop to 797,162 superficial feet, 469,673 superficial feet of which came from the United States and 137,866 from the United Kingdom. The Gold Coast may be depended on for some years to come to be a much larger purchaser than the statistics of 1919 would seem to indicate.

Sierra Leone imported an annual average of 1,887,000 feet, from 1913 to 1918. There are large stocks carried at Sierra Leone, and a fair quantity is shipped to points down the coast.

Gambia's imports of lumber are not recorded. The investigation of stocks throughout Bathurst leads one to believe that the shipments can seldom be very large, but there is some import.

CEMENT

Cement, more than any other article of import into West Africa, will figure largely for many years to come in the bulk imports of both the Gold Coast Colony and Nigeria. Cement, it is found, is the most logical building material for the tropical conditions obtaining in West Africa. There are extensive building programmes in sight on both government and private account. In addition, the prospective docks to be built in the ports of Nigeria and the Gold Coast will require hundreds of thousands of casks. There are also many other developments in contemplation by Government departments, which will call for great quantities of cement. It is true that France, Belgium and Germany are now quoting, as well of course as England—the latter, however, with a better article at a higher price that what is obtained from the continental countries.

The Canadian cement landed in West Africa has on account of increased ocean freight and other charges, been at a higher price than British Portland. The shipments from the United States have not given satisfaction in quality, although the complaint on this score is not nearly as bitter as the complaint about the packing. The good quality and value of Canadian cement as shipped to the Union of South Africa, is now known from one end of West Africa to the other, and government departments, as well as the general dealers, are anxious to have quotations c.i.f. West African ports from Canadian manufacturers.

For shipments to a tropical country with a peculiarly penetrating humid atmosphere, good packing is a necessity. The cask should be good, and the best of paper used in the lining; first, to protect contents from the moisture, and second, because, more often than otherwise, the cask of cement is rolled from either the railway station or warehouse to the job on which it is to be used. This may often mean rolling a mile by a native, and unless well packed, involves a loss by leakage. Many casks of cement are lost in West Africa on account of poor packing, and there is no doubt that proper packing will be rewarded in the form of a higher price.

The imports of cement into Nigeria for the first eleven months of 1920 were 13,310 tons, valued at £129,722. Those for 1919 were 11,456 tons, 6,269 from the United Kingdom for general import and 3,605 for the Government of Nigeria. The balance, 1,582 tons, is credited to the United States.

There is a good import of cement into the Gold Coast. Cement is bulked with building material other than wood, and quantities are not shown. The value of building material imports in 1919 was £141,717, of which £127,575 were credited to the United Kingdom, and £13,758 to the United States. The average annual imports into Sierra Leone are 33,200 cwts., and almost all from the United Kingdom. Those into Gambia are not shown separately and cannot be very big.

PAINTS, VARNISH, OILS, ETC.

The greater part of the imports of paints, varnishes and oils is from the United Kingdom. The demand for the bulk of the trade is confined to from six to eight colours, according to district. The stock colours are red, green, yellow, bright blue, white, and sometimes black. In some districts there is a demand for a paint paste to be mixed later by the user with linseed oil and turpentine. Other districts require the ready-made paint, well oiled.

Only a few centres handle the 1 and 2 pound tins. Most of the packages are 7, 10, 28 or 56 pounds. Some districts want them in kegs, but most districts in the steel drums. The cover on all parcels above two pounds should be very tight, turned on flange. The majority of the metal containers for larger weights have a receptacle on each side for a wire handle, which is shipped separately. There is also an import of 1-gallon tins for the builders' trade. These are shipped twelve to a crate. The builders' trade also handle ready-mixed paints in 5-gallon drums.

White and red leads are imported in one district, in 1 and 2 pound tins, but in most districts they are in 28, 56 and 112 pound kegs, although there is some purchase of 7 and 14 pound cans. The metal containers up to 28 pounds are usually pail-shaped. Bitumen black paint will find a good market with mining companies and government departments, such as railways, public works and posts and telegraphs. These are purchased in 112-pound containers.

Nigeria's imports of paints and varnishes in 1919 were 17,166 cwts., of which over 15,000 cwt. came from the United Kingdom; the United States secured in that year 1,753 cwt. For the first eleven months of 1920, the total imports were 15,443 cwt., valued at £58,286. The imports for the Gold Coast are included in the builders' supplies entry. It can be taken as a matter of fact, however, that in proportion there are very good shipments. The consignments received in Sierra Leone are fairly large. The ready-mixed are popular in 7, 14 and 28 pound containers, with a limited sale of 1 and 2 pound tins. Paste paint for mixing by the users is also shipped into the colony. Gambia does some importing of paint, but it is quite limited. There are fair shipments of turpentine and linseed oil, Nigeria importing the greater quantity and the other colonies in proportion. The container is usually of a 5-gallon capacity.

OTHER POSSIBLE BUILDING MATERIAL EXPORTS

Asbestos Sheets and Tiles.—There is some import, not large, of asbestos sheets for the mines. Asbestos sheets, plain and corrugated, have been tried by some builders and government departments. They would come into more general use for certain buildings if some method of packing, to prevent breaking while in transit, were introduced. The breakage averages well over 50 per cent and of course this puts the material out of count.

With asbestos tiles it has been found that after a short service as roofing material under a tropical sun, the first tornado, or steady rain, causes them to leak; in fact, in some cases the rain came through in such a way that they were called "sieves." If an asbestos tile can be offered at a reasonable roofing price, with some guarantee as to its ability to keep out rain, an export trade could be built up.

Lime.—In the mining districts of the Gold Coast, there is a demand for lime, which is used there in connection with mining more than building. One mine alone uses 1,000 tons annually. The packing must be in steel drums of 300 pounds. It has been found that the most successful drum, from a carrying point of view, is one with a circular corrugation near top and bottom. The packing for building purposes is usually in 112-pound bags. Quick lime is shipped in tins of 28 and 56 pounds, and some districts import it in 20-pound tins. Others import both kinds, in kegs of 28 pounds.

Roofing Felts.—Tropical conditions must be met for a successful export of roofing felt. It must be a felt which will not crack in the tropical heat, and which will take a tar coating. The bitumen is so far considered best. The rolls, when shipped, must have on the inside, over the coating of top finish, from one end to the other, a covering of some material which will prevent them from sticking or massing; rolls sometimes arrive a solid mass. It is suggested that perhaps mica, if thoroughly applied, would be all right. The amount used in the past by some manufacturers has not been sufficient. Any material which will prevent sticking and which will not affect the quality would be acceptable. Something of the kind is necessary, or felt roofing will not make headway. With a satisfactory article to suit all sections of the Coast, a big trade could be worked up for private building purposes, as well as with government departments, such as railways and public works.

Tar and Pitch.—There is a good import along the Coast of tar in 5 Imperial-gallon drums. It is also imported in barrels of 112 pounds and 100 kilogrammes. Pitch for use on canoes has a big sale in Nigeria, Sierra Leone and Gambia, with a smaller sale on the Gold Coast. It is shipped usually in casks of 400 pounds. In addition to the above, there are other lines of material used for building purposes, for which Canada should find a market, such as nails, iron bars and rods, and some structural steel. These are reviewed in this report under the heading of "Iron, Steel and Metal Goods."

READY-MADE BUILDINGS

There is only a small chance on wood ready-made buildings. There has been some import, in part bungalows placed on iron pillars, standing some 8 feet above ground. They are of different types from those seen in Canadian catalogues. The general opinion is that shipments of ready-made wooden houses will not increase. There is, however, a demand for a portable iron and steel shed, store and small bungalow. Trading locations in country districts of West Africa are frequently changed. A big centre this year may be deserted next year because the native allows the land worked last year to run fallow and moves on to new territory for the next crop. Of necessity the trader must follow, and iron and steel buildings which can easily be taken apart with galvanized roofs are in fairly good demand. One American company have been supplying quite a few. A 50 by 80 building cost, towards the end of 1920, £1,286, c.i.f. Lagos, Nigeria. Other sizes imported are 100 by 100 feet, 60 by 30 feet and 90 by 30 feet. One company is standardizing on a building 163 by 48 feet. All roofs are at an angle. Every piece must, of course, be numbered and in such a way that it will not wear out. There is also a fairly good prospect on garage sheds of iron and steel. In 1919, Nigeria imported nineteen buildings complete. Seventeen of these were from the United Kingdom valued at £12,012, and two from the United States valued at £8,039. During 1920 there was a larger import from the United States, but statistics are not available. This statement is based on reports received from buyers in Nigeria.

FURNITURE

There is a big demand for furniture shipped in the K.D.S. Bentwood chairs are a big import, and the styles of kitchen chair with thick wooden seat will find a good market. Right up to the war, the Austrian bentwood chair held the market. For any furniture which can be shipped in the knocked-down state, and not veneered in any way, there is a demand. A considerable quantity of furniture is made from the beautiful local woods of West Africa. It is good and substantial, but fairly expensive and does not meet general requirements.

Facts regarding Canada's ability for export in these lines have been submitted to almost every possible importer on the West African Coast, and it may safely be said that offers of delivery will be welcomed.

Through English agencies, Austrian bentwood chairs are once more being offered, but there is a decided desire to secure these from within the Empire, if prices are at all competitive, and regularity of delivery is assured. Austria is now offering, through British agents, almost every kind of furniture in the K.D.S. One of their offers is a complete bedroom suite, all K.D.S., except the wardrobe, in which is packed the rest of the suite. The wardrobe itself is packed in strong cases. In dining-room sets the packing is done in the sideboard, which in turn is cased for export. Furniture shippers to the West Coast of Africa must always remember that 3-ply panels, etc., are of no use in tropical countries. When the Harmatan winds are blowing they curl them up. The tops of dressers, sideboards and other such pieces should be constructed so as to allow for expansion. A tight securing or nailing down will mean split furniture in two or three days during Harmatan time.

Nigeria's imports of furniture of all kinds for the first eleven months of 1920 were valued at £100,390. Iron and brass bedsteads are not included in this total. In 1919 the imports were to a value of £51,062, of which the United Kingdom was credited with £47,877, the United States £1,273, and France £481. Canada shipped to the value of £537. The Gold Coast imports for 1919 were valued at £34,190, of which £30,000 are credited to the United Kingdom and £1,102 to the United States. Sierra Leone averages annually an import of about £6,000. Statistics of imports into Gambia are not available, but they will average much lower than those of Sierra Leone.

In addition to household furniture, there is also a fairly big import of folding furniture for camp purposes. Offers for the chair, table and camp bed, all folding of course, would be interesting to general importers.

Refrigerators.—There would seem to be very little chance for the export of refrigerators, except perhaps those made of metal. It is found that almost without exception the imported refrigerator splits up badly in the Harmatan winds, which prevail in almost every centre during the dry period. There are a good number in use where there are ice plants, and in other countries ice is often secured from the steamers which call in the roadsteads. The refrigerator hive which gives the greatest satisfaction is made locally; it is very big and cumbersome, and the actual ice box is used for storage of provisions.

Musical instruments.—A gramaphone, at a cheap price, and of a make which can guarantee a regular supply of records, is sure to secure an immediate trade. If the machine is of metal, it must be made in such a way that it may be carried, or if of other material, it must have a case. The natives are the prospective buyers, and an instrument that may be sold complete at from £2 to £3 is sure of a market. There is some import of the better instrument. These are not usually imported for sale, but are brought out by the employees of the merchants or by Government officials and are purchased or selected personally when in England.

Organs.—There is a limited sale of the better grade organs, and a fairly good demand for a cheap organ. *Folding Harmoniums* also find a good sale.

Pianos.—There is undoubtedly a good sale in West Africa for a piano which will stand tropical conditions, and which will cost landed not more than $190. The tropical conditions to be met with are great heat with heavy monsoons at one time of the year. At another season, when Harmatan is blowing, almost anything curls up except iron.

Electro-plated Ware and Silverware.—The silverware imported is usually for personal use, and is selected by the user while in England. There are, however, some lines handled by a limited number of manufacturing houses. In the plated, more particularly the cheaper, goods, in such lines as table pieces of the modern patterns, there is a very good sale. Low standing cruet sets of three and four pieces sell well, and there is a sale for the five and six piece sets.

The only other lines of household furniture, not iron or steel, on which there may possibly be some chance of export from Canada in a small way, are earthenware and glassware. In glassware the preserving jar is not imported. Glasses of all kinds, and table pieces such as butter dishes, glass jugs—half and one pint and one quart size; also glass lamps, of the cheaper kind in which the bowl and handle are all one, and lamp chimneys are, of course, used extensively.

If there is any possibility of export in either glassware or earthenware, the prospective exporter must take into consideration the cost of packing, which must be of a very strong nature owing to the methods of handling freight along the coast of West Africa. The usual packing which is charged for on earthenware shipments is in a cask of such a good quality that it is afterwards used for storing palm oil. It is a 38-inch cask, with strong staves, and five strong iron hoops, never less than 2 inches wide.

OTHER POSSIBLE CANADIAN EXPORTS

There are several other lines which will now come under review, in which Canada should secure a good trade conditional on the establishment of a direct and regular ocean freight service.

Boots and Shoes.—There is nothing to indicate quantity of boots and shoes imported into the several colonies on the West African Coast. Every merchant interviewed laid stress on the fact that the trade in Coast centres and inland towns has gone ahead very rapidly. Owing to the slump there are in every warehouse or retail store a fair amount of boots and shoes at very high prices, but these will of course be cleared. The general opinion is that the wearing of boots and shoes of some kind will go on increasing with the native population. As things are now, seven out of ten native employees in all warehouses, offices and government departments wear boots and shoes, at least during office or business hours, and many of them as constantly as the Europeans.

Samples of boots in demand, in West Africa are on view at the Exhibits and Publicity Bureau, Department of Trade and Commerce, Ottawa.

In leather goods a boot or shoe with fine appearance, but cheap, would be a big seller. There is also a market, in a better-class boot or shoe—shoe mostly—in fine leather (at least in appearance) for tops and light soles. Tan and blacks sell equally well. Canvas boots and shoes with sewn chrome sole are fair sellers. A canvas boot or shoe, leather soled and heeled, not sewn but nailed, is a big seller. If at anything like old values, a boot or shoe of this kind, costing about $1.75 to $2, would find a big export trade. Plimsols, or gymnasium shoes, as known in Canada, are big sellers.

In recent years there has been a good import of boots and shoes from the United States, but under normal conditions the usual source of supply is the English market. It may be well to mention that the quantity sale for ladies' shoes is very small compared with that of men's.

Bags, Suitcases, Trunks and Attaché Cases.—Attaché cases of the cheap make are sold in large numbers in many parts of West Africa. Canada should be in a position to quote on these; 14-inch is the big seller. They are nested for export. The greatest number of trunks sold are very specially made metal trunks, and even these eventually give way under weather conditions. Leather bags or trunks are usually of the English variety and are seldom stocked in West Africa. Suit cases made of fibre board and leather, or similar materials—in other words a cheap suit case—will also sell, and there should be some possibility of supply from Canada. Nesting would, of course, be necessary in export. There is a demand for a narrow leather belt with buckles, for men's wear. The best selling colours are white and khaki.

Cotton Goods.—Piece-goods from England are of course a great import in all colonies on the West Coast of Africa. The peculiarities of the trade are such that even if Canada were prepared for export in some lines of piece-goods, she could

not possibly hope to compete. There is also a very large import of both grey and white cottons. The greys are usually of a heavy variety running up to a quality which is used in river work as a sail-cloth. The whites are of every variety, and particular weaves or finish which are purchased in one section of a colony would not be looked at in another. The whole of the Coast territory lends itself, in printed goods, to the most extraordinary patterns. As you go north the sale is on plain goods, either white or navy blue. The fashion in prints and woven patterns up north is more towards stripes in the brighter hues, but blending perfectly.

Blankets.—In both cotton and wool blankets there is a big import of fancy patterns, but there is also a good sale for plain colours with borders, all single size, both grey and white. When Canadian manufacturers are in a position to quote for supply on demand, it is just possible that some of the Canadian blankets in flannelette and wool would find a market, as there are some fairly good qualities of both kinds sold. The bulk, however, is in the cheap make; some Bolton cloth finish, others mere felts, fleecy surface and soft.

Underwear.—The sale for men's undershirts, or what is known to the trade in West Africa as singlets, is very large. While cotton undervests lead in quantity, it will be surprising to many Canadians to know that light-weight wool undershirts sell in very large quantities. The trade is peculiar, and varies according to locality. One district insists on long sleeves and buttoned in front with four buttons—any number less or more would kill the sale in that locality; other sections insist on an undervest with short or long sleeves, but it must be made with sweater neck effect, no opening down front—a pull on. One district insists on bright colours such as yellow, sky blue or strawberry—these are for cotton undervests only—the majority handle one or two colours, but the great proportion is white or natural.

Some samples of underwear are on view at the Exhibits and Publicity Bureau, Department of Trade and Commerce, Ottawa.

There are several types of material used such as Balbriggan finish, ribbed effect, and open mesh, and these are popular. Fleece-lined undervests in khaki, blue, and grey, are favoured in some localities.

In cotton goods there is also a sale for a pull-over cotton jersey, used by many natives as a shirt. This is a heavier make than the undervest described above; white and colours are sellers. There is also a sale, not large, for pull-over wool sweaters and coat sweater. All lines of vests costing at manufacturers from $1.50 to $12 a dozen, find a sale, but the great bulk is for the cheaper article. There is also a sale for the short bathing drawers. Colours of all kinds are in demand. In cotton goods cheap lines are sold.

Sox and Hosiery.—There is a large import of white cotton and cashmere sox, and very large shipments of plain black cotton and cashmere are made. Fancy patterns are sellers, as well as the checked, in cotton, lisle and cashmere. Men's cycling or golf stockings are sold in quantity; these must be very fancy in pattern. There is a limited sale in women's hosiery, and a fair demand in cotton vests.

Clothing.—The sale of ready-made clothing is making slow progress on account of the great number of native tailors. There is some demand for white and khaki denims and duck trousers, turned up at the bottom and a good sale for what is known as "shorts"—that is knee-length khaki trousers—and sports coats. In overalls the market is limited. In smocks the two colours handled are brown and navy.

Shirts.—There is a large sale for shirts of all kinds, striped negligée shirts with turned-up soft cuff, white soft, both dress and sports are popular. There is a big sale in the latter, and a large proportion is sold with collar attached. In some districts there is a demand for the black top shirt, and generally there is a good market for the open-neck khaki shirt sold in combination with "shorts"—men's trousers for bush work.

Whitewear and Dresses.—There is a limited import of ladies' lingerie, in white lawns, nainsook and cotton goods; and in cotton dresses and serge costumes as well as blouses.

Waterproof Clothing.—There is a large sale for the ordinary cravenette, serge or tweed waterproof coats. They must be at a fairly cheap price, and all seams sown. Black rubber, well ventilated, meets with a fair sale. Oiled silk, or linen, waterproofs are in fair demand.

Umbrellas.—There is an unusually large sale for umbrellas, 95 per cent with the crook handle. In Gambia, Sierra Leone, and most parts of the Gold Coast, the ordinary black umbrella is in demand. A good value line at about $9 to $12 a dozen would find a big market; cheaper lines are sold in quantity. There is a large demand for the better-grade goods up to $24 a dozen; and some sale for white sunshades, with green lining. On some parts of the Coast, and in almost every centre of Nigeria, the larger the number of ribs there are in an umbrella the better the sale will be. Nothing with less than ten ribs will sell, and many are imported having twelve and fourteen ribs. The umbrella imports are almost all for the native trade.

Some idea of the possibilities of this trade are shown by the figures for the first eleven months of 1920 in the imports of Nigeria, which were to a total of 132,098 sunshades at a value of £35,462. The United Kingdom controls this trade. Shipments from other countries are almost nil.

Yarns.—There is, of course, a big import of sewing threads, but also in large quantities of cotton yarns and twists, for native weaving, sold in reds, yellows, green, black and white. They are usually in ¼-pound hanks, size No. 16. This is not a carpet yarn; it is a very much finer grade for cloth weaving. Samples are on view at the Exhibits and Publicity Bureau, Department of Trade and Commerce, Ottawa. In yarns alone, Nigeria's imports for year 1918 amounted to 394,010 pounds, of which 393,777 pounds came from the United Kingdom. For the first eleven months of 1920, Nigeria imported 10,486,673 reels of thread and yarn valued at over a million dollars.

Paper.—There is a very limited import of newsprint into West Africa. All papers used are flat and include quite a proportion of coloured paper. The newsprint interests of Canada should keep in constant touch with the Crown Agents, 4, Millbank, Westminster, London, England, as they must purchase a good quantity for Colonial Government purposes.

Wrapping Paper.—There is very little imported. It is just possible that this is a trade that will make good progress, and it would be advisable to send samples. Part of the limited shipments of wrapping paper is in rolls. At the present time ten tons annually would be a very big import for any one of the leading warehouses.

Paper Bags.—These were in evidence in extremely small quantities, and in two places only. Although the natives carry all purchases as a head load, be it a thimble or a 56-pound case of nails, quite a few of the general agents for the business houses on the Coast are of the opinion that they will begin using paper bags fairly freely in the not very distant future.

Stationery.—Writing paper, more especially foolscap, ruled and unruled, is a big selling line. These are usually packed 25 reams to a case. There is also a demand for a writing paper 32 x 34 and 9¼ x 14-inch, ruled. There is a very big import of writing pads and envelopes. Samples of leading lines have been sent to the Exhibits and Publicity Bureau in Ottawa.

Toilet Paper.—There is a good import of toilet paper, in pads as well as rolls.

Wallpaper.—The only colony showing a possible interest in wallpaper, and that in a limited way, is Sierra Leone.

Typewriters.—One Canadian line is represented on the Coast, for which there is a fair sale. The government departments of the several colonies do, of course use a great number of typewriters, and as in many offices there is every need for new machines. This should be a fair line of import into West Africa for some time to come.

Drugs, Patent Medicines, Chemicals, Disinfectants and Perfumery.—Most of the drugs imported into West Africa are by Government for district doctors and hospitals. The lines for retail purposes are mostly proprietary articles and patent medicines If a patent medicine does perchance suit the native taste or requirements, there is an assured and a constantly growing trade. Advertising of some kind is necessary, such as posters or metal signs at corners or cross-roads. The manufacturers of the best selling lines ship booklets and pamphlets to the general dealers, telling about the wonderful properties of their remedies; these are also illustrated, showing the condition before treatment and the after effects. If a line of patent medicine secured a reputation as a rejuvenator, it would be a big seller, and at a good price. In other words, a medicine in the form of a tonic, such as one remembers being inflicted on the Canadian public thirty or forty years ago, is the stuff that usually sells. There is, of course, a sale for proprietary lines.

There is a good sale for disinfectants, mostly of English manufacture. They are nearly always made up in small parcels, either in tins or bottles. Perfumery is sold in large quantities, and it is surprising to see the very high prices paid by some natives for the highest grade goods. The imports are in both glass bottles and metal containers. The cheaper grades are in the big selling lines.

Tobacco.—The import of cigarettes is large and of cigars small. The leaf tobacco brought in is the quantity-and-value article. The leaf tobacco in demand varies; in one district a light brown, in another very dark. It is usually "loaded," or cured with some foreign substance and is, of course, for native consumption only. There are enormous stocks on the Coast at last year's prices, yet there was a fair amount of buying being done at prices ruling at the date of writing, to average up cost.

The style of packing varies; cases being of 64, 100, 200 and 400 pounds. The hogshead packings vary; in one district 800 pounds (a full hogshead) is the largest imported, and half a hogshead of 400 pounds, while other districts will purchase 1,200 pounds hogshead. The width of hogshead is usually 56 inches and flat shaped. The leaf should work out at twelve to fifteen leaves to the pound. Leaf tobacco imports into Nigeria alone for 1920 amounted to 40,210 pounds, valued at £10,004, and the manufactured to 9,104,066 pounds, valued at £837,924.

Tennis Racquets.—There is a very good trade in tennis racquets, not too lightly strung, and tarred, or what is known as the tropical gut. The article of English manufacture is the big seller, and is nearly all from one source of supply.

Rules.—A large number of natives are users of measuring rules. There are, of course, several kinds which are good lines, but the big seller for the native is a foot-rule, four-fold, ½-inch wide.

Boot Polish and Cleanser.—The market for boot and shoe polish of all colours, and the white shoe cleanser, is fair. Sets in tin boxes are sold freely. At the moment almost all importation is from the United Kingdom.

Furniture Polish.—There is a fairly good importation of furniture polish.

Combs.—There is a good sale of combs, which must be heavy-toothed and very strong. Amber colour is the best seller.

Brooms and Brushware.—There is some sale for cheap scrubs, cheap and medium-priced whitewash or distemper brushes, and a fair sale for paint brushes. With the exception of a few imported by government departments, very few of the better quality are sold.

For the gold mines on the Gold Coast there is some importation of the ordinary corn broom, long handle. The mines also bring in a special broom; the length of fibre is 10 inches to 12 inches, 2½ inches thick, and 8 inches wide, short handles, and usually steel or covered handle.—There is also a trade for what is called a "spoke brush," 14 inches long.

Cotton Carders.—A cotton carder for native use is imported in fair quantities. It is made on a wooden frame, 10 inches by 4 inches with 5-inch handle. The carder on the 10 inch by 4 inch frame is made from galvanized iron.

Cordage.—The big importation in this line is for fishermen's nets, and very large quantities are used. A sample of the twine used has been sent to the Exhibits and Publicity Bureau, Department of Trade and Commerce, Ottawa. There is a limited sale of manilla cordage imported by the mines and for river transport, and some importation—not large—by the general importers. Cordage for river boats is consigned in fairly good quantities for Gambia, Sierra Leone, and throughout Nigeria.

Corsets.—There is only a very small market for corsets in West Africa except at Dakar, French Senegal, where the importation, although not large, is about as much as for the balance of the Coast. France and the United Kingdom are the sources of supply.

Cameras.—Recently there has been a more active endeavour to overcome the handicap imposed by climatic conditions in the use of cameras, and there is now a better demand, but it is still very limited except at Sierra Leone, where they seem to do better than in any other part of the Coast.

Eye-glasses (Optical Goods).—With the exception of an odd dozen assorted first and second aids, which are usually handled by the native dealers, there is no importation of eye glasses. When required, they are usually ordered from England.

Gunpowder.—There is a very large importation in some districts of 18-pound kegs only, while other districts take, in addition, 2, 4 and 8-pound kegs. The powder is fairly coarse, showing the grain. Black is the nearest description of the colour.

Hats and Caps.—There is a big sale for men's soft felts, all shapes, and a constant demand at all points for helmets, which are being taken up by many of the natives. No hard hats are sold. Caps should be of the brightest patterns. A knitted cap along the lines of the woollen Canadian "toque" finds a very big sale, and the knitted cap as worn by ladies, with the turned-up edge, and fitting fairly close to the head, is worn a great deal by the natives. This is a line on which an effort should be made in the cheaper grades of knitted toque or caps.

Ink.—There is a good sale of ink in small bottles. Powder and tabloid inks are a possibility, but are not encouraged by importers.

Jewellery.—The supplies are chiefly of Birmingham origin, and most of the sale is to the natives. The real gold jewellery is nearly all of native workmanship, and in some districts most remarkable work is turned out.

Lightning Conductors.—In many sections, more particularly inland, lightning conductors are used, and they seem to be more in the hands of contractors than of the general importer. The general opinion is that they will be used in greater numbers as time goes on.

Matches.—There is a very big import of matches (safety only) into West Africa. On account of the moisture (damp), the packing must protect contents. Some import packing is in paper packets of 12 boxes, 12 packets to a parcel and 12 parcels in a tin-lined case; the lining is very light. The majority of districts import in 8-gross to a tin packet (very thin metal), 6 tin packets to a case.

Mica Sheets.—The mines in Tarquah, Gold Coast, import mica sheets, 2½ inches by 1½ inches and 6 inches by 3 inches, all ⅛-inch. There is also a market for micanite sheets 24 inches by 18 inches.

Oilcloth, Table and Floor.—There are fair importations of table oilcloth, and, in some districts, of floor oilcloth and cheap linoleum. The colours are either the natural wood block effect or bright colours, reds and greens being favourites. Nearly all imports are in 2-yard widths.

Pipes, Clay.—There is a very fair importation of clay smoking pipes. The selling line has a curved stem; that is the best pattern. Pipes are also made of dark clay or dipped in some solution to darken them.

Ribbons.—There is a good sale of ribbons, mostly for lingerie, sashes and hair.

West African Railways and Requirements

On the Nigerian railways, Canada is in evidence with coal and other trucks; on the Eastern Division and on the Western Division with locomotives made in Montreal.

There was very little trouble, except some poor riveting, with the Canadian locomotives. They were received at a critical time, when traffic congestion was very bad, and non-delivery of earlier orders to English manufacturers had made almost insurmountable the accumulation of freight for ocean traffic, or export. The Canadian made locomotives not only relieved the situation, but when consideration is given to the rush work on them in order to secure prompt delivery and the strain imposed on them by overwork and steam demand for extra speed and pull, one does not wonder at the wholehearted recognition by the engineers, and others, as to their standard of quality.

The Nigerian railways have an operating mileage of over 1,126 miles, which carried over 600,000 tons of traffic in 1919, and 1,709,095 passengers. All this traffic was handled with limited hauling power and a shortage of rolling stock on a 3 foot 6 inch gauge railway, with the exception of 143 miles, which is only 2 foot 6 inch gauge. The management of the railways it is easy to see, is experienced, able, resourceful and progressive. The Nigerian railways with all other railways have suffered during the war years in shortage of operating officials, as much as in shortage of equipment. Particulars of the larger requirements for the immediate future, on locomotives and rolling stock were cabled to the department early in January last, and are repeated here:—

		Estimated cost
On the Western Nigerian Line—Locomotives—		
10	Main line heavy goods locomotives	£120.000
15	Emir F type	127,500
3	Main line passenger tanks	21,000
6	Shunting Iddo A type	30,000
On the Eastern Line—		
10	Aro type locomotives	105,000
2	Main line passenger tanks	14,000
On the Western Line—		
55	Passenger coaches, 1st, 2nd and 3rd class	300,000
On the Eastern Line—		
43	Passenger coaches, 1st, 2nd and 3rd class	229,500
On the Western Line—		
200	Low-sided bogys, 25 ton	160,000
100	High-sided steel wagons, 25 ton	110,000
On the Eastern Line—		
50	Covered goods bogy trucks, 20 tons	75,000
1	25-ton travelling steam crane	6,500
On the Western Line—		
6	Cranes, 5-ton, travelling	each 2,000

Some 417 miles of 60 pound rail are to be purchased, and 120 miles of 80 pound rails.

The Railway Department is open, from time to time, on c.i.f. cargo quotations of lumber. The quotations should be made direct to the General Manager of Nigerian Railways at Lagos, Nigeria, and to the Crown Agents, 4 Millbank Street, Westminster London, England.

Timber for railways is usually ordered in the following sizes and quality:—

1	inch by	12	inches	5,000	feet
1½	" "	12	"	3,000	"
2	" "	12	"	1,500	"
2½	" "	7	"	1,500	"
3	" "	4	"	1,500	"
3	" "	9	"	1,500	"
3	" "	12	"	600	"
4	" "	4	"	1,500	"
4	" "	6	"	600	"
4	" "	9	"	1,000	"
4	" "	12	"	2,000	"
4½	" "	10	"	1,400	" Lengths not less than 33 feet
6	" "	6	"	1,500	"
6	" "	9	"	900	"
6	" "	12	"	600	"
12	" "	12	"	18	No. 33 foot lengths
½	" "	3	"	3,500	feet T. and G.
		3½	"	6,000	" "
¾	" "	6	"	20,000	" Matchboarding
¾	" "	3½	"	2,400	" T. and G.
		4	"	2,400	" "
		4½	"	2,400	" "
		6½	"	6,000	" "
1	" "	4	"	2,400	" In lengths not less
		4½	"	2,400	" than 15 feet.
		6½	"	2,400	" T. and G.
1⅞	" "	6½	"	5,000	" T. and G.
		8	"	5,000	" "
		9	"	3,500	" "

As with almost every item of supply to the Crown Colonies, the railway purchases are usually made by the Crown Agents at 4 Millbank Street, London, England, when necessary in consultation with their consulting engineers in England.

The Canadian companies able to tender and compete for this class of trade should keep in touch with the Crown Agents, and when not represented in England, a special request should be made to be placed on the mailing list, so that they may be advised of tenders. In addition to all catalogues and quotations made to the Crown Agents in London, similar particulars should be submitted to the General Storekeeper of the Nigerian Railways, at Lagos, and the General Manager at the same address.

The following is a list of articles handled by the Chief Railway Storekeeper, in fair and good quantities, on which some Canadian firms should be able to quote to advantage, providing, of course, regular shipping is established:—

Adzes, asbestos, augers, axes.

Bars, (crow). Belting: raw hide ¾-inch to 2½-inch single, 2½-inch to 4-inch double. Bits or drills, ⅜-inch to 1-inch. Bolts: countersunk, square neck ⅜-inch by 4½-inch and ½-inch by 4½-inch; round neck ½-inch and ⅝-inch by 2-inch, with forged feathers in ⅝-inch from 2¾-inch to 13-inch; cup-head ½-inch from 5¾-inch to 7-inch, in ⅝-inch from 5¼-inch to 9½-inch; cup-head, square neck ½-inch by 6½-inch and 7-inch, ⅝-inch from 5¼-inch to 8¼-inch; H.R.H. ¼-inch from 1-inch to 3-inch in ⅜-inch from 1-inch to 7-inch, in ½-inch from 1½-inch to 8-inch, in ⅝-inch from 1½ to 2½-inch, in ⅝-inch from 3-inch to 15-inch, in ¾-inch from 1¾-inch to 14½-inch, in ⅞-inch by 3-inch, 4-inch, 5-inch, 6-inch, 7-inch and 10-inch, in 1-inch by 3-inch, 4-inch, 5-inch, 6-inch, 9-inch, 12-inch, 18-inch, 24-inch, in 1¼-inch by 4½-inch and 6-inch; in galvanized ¼-inch by ¾-inch. Bolts, square head, round neck, ½-inch by 4½-inch and 4¾-inch, 1-inch by 4¾-inch, 5-inch by 9¾-inch, ¾-inch by 20-inch and 23-inch. Brass rods, round, yellow metal 1½-inch, 2-inch and 3-inch. Brass sheet $\frac{1}{16}$-inch, ⅛-inch and ¼-inch in sheets 6 feet by 3 feet. Brushware; Buckets (galvanized).

Carpenters' tools, all kinds. Calcium carbide, casement fasteners (iron and brass); casement stays (brass), 10-inch and 12-inch. Cement (big stocks), lightning conductors (plates 3-feet by 3-feet by 1/11-inch). Copper ingot; copper plate 4-feet 6-inches by 2-feet by $\frac{1}{16}$-inch, 4-feet by 6-feet by ⅜-inch and $\frac{1}{16}$-inch.

Detonators (for signals and blasting). Distemper (white, dark stain and sage green). Drills (twist), $\frac{1}{16}$-inch and $\frac{1}{8}$-inch straight shank and from $\frac{1}{4}$-inch in six sizes to $2\frac{1}{2}$-inch, Morse taper shanks. Duck (for tents, roofing, etc.)

Emery cloth (discs and powder). Emery wheels for grinder, piston and cutter, saw-sharpening tool machines, twist drill machines. Engine spares (all kinds).

Felt roofing; fencing wire; files (all kinds), flat bastard 14-inch and 16-inch, half round bastard 14-inch and 16-inch (biggest stocks). Furniture (such as iron beds with spring mattresses 6 feet 6 inches by 4 feet 6 inches); chairs (Bentwood); tables (kitchen and dining and others). Grindstones: 24-inch biggest stock, some 42-inch and few 48-inch, some with and without troughs.

Hammers of all kinds. Handles: cabinet brass $2\frac{1}{2}$-inch, 3-inch and 4-inch; door brass $4\frac{1}{2}$-inch, 5-inch and 6-inch; drawer brass, 2-inch, $2\frac{1}{2}$-inch, 3-inch and 4-inch; handles for adzes, axes, brooms, pickaxes (big stock), shovels and spades (fair stock). Hinges, hasps, staples and furniture metal of all kinds suitable for railway carriages.

Iron, corrugated, galvanized, 20-gauge; iron, curved, galvanized, 20-gauge; iron, flat, in all sizes from $\frac{1}{8}$-inch to 1-inch up by 4-inch; iron plate, plain, 6-feet by 3-feet by $\frac{1}{16}$-inch, $\frac{1}{8}$-inch, $\frac{3}{16}$-inch, $\frac{1}{4}$-inch, $\frac{5}{16}$-inch, $\frac{3}{8}$-inch, $\frac{1}{2}$-inch, $\frac{5}{8}$-inch and $\frac{3}{4}$-inch; iron, round, from $\frac{1}{4}$-inch to 3-inch; iron, square, $\frac{1}{4}$-inch to 4-inch.

Jacks to lift 4, 5, 10, 15 and 20 ton.

Lamps of all kinds for railway purposes and lanterns. Lead, pig and sheet. Locks, all kinds (greater quantity brass), also galvanized padlocks (3-inch being biggest stock).

Machine tools and spares.

Nails, clasp, 1-inch to 6-inch about 2-inch and 3-inch; copper $1\frac{1}{2}$-inch and 2-inch, cut 1-inch to 5-inch; galvanized roofing $1\frac{1}{2}$-inch, 2-inch and $2\frac{1}{2}$-inch. Nail spikes, $1\frac{3}{4}$-inch to 12-inch; nails, spike dog, $2\frac{1}{4}$-inch to 4-inch; nails, copper, $\frac{1}{2}$-inch to 1-inch; nails, wire, $\frac{1}{2}$-inch to 7-inch ($2\frac{1}{2}$-inch, 3-inch, 4-inch, 5-inch and 6-inch biggest stock). Nuts (bright), $\frac{1}{2}$-inch to 6-inch; hexagon for bolts, screwed, $\frac{1}{4}$-inch, $\frac{5}{16}$-inch, $\frac{3}{8}$-inch and $\frac{1}{8}$-inch up to $1\frac{1}{4}$-inch; square, black, screwed, from $\frac{1}{4}$-inch to $1\frac{1}{4}$-inch. (All bolts and nuts English standard and thread).

Oil, all kinds: linseed boiled (big stock), raw (fair stock).

Packing, asbestos cord and rope up to 1-inch. Paints all kinds, principally big stocks: brown finish (liquid), stone colour (liquid), lead colour (liquid), green (for machinery), anti-fouling composition. Permanent-way fittings, switch spares, pipe fittings, bend and cap, galvanized, from $\frac{3}{4}$-inch to 4-inch; elbows (right-handed bends) $\frac{1}{2}$-inch to 4-inch elbow square $\frac{3}{4}$-inch to 4-inch; flanges, $\frac{3}{4}$-inch to 4-inch; nipples, $\frac{3}{4}$-inch to 4-inch; nipple barrel, $\frac{3}{4}$-inch to 4-inch; plugs, $\frac{3}{4}$-inch to 4-inch; sockets, $\frac{1}{2}$-inch to 4-inch; tees, $\frac{1}{2}$-inch by $\frac{1}{2}$-inch to 4-inch by 4-inch, full range reducing to 4-inch by $3\frac{1}{2}$-inch; steam pipes and fittings, pipes, 15-foot length, 3-inch and 12-foot lengths 1-inch; bends, caps, elbows, flanges and plugs to match (all pipes with screwed ends and sockets, English standard and thread). Plates, boiler, steel, 6-foot by 3-foot by $\frac{1}{16}$-inch, $\frac{1}{8}$-inch, $\frac{3}{16}$-inch, $\frac{1}{4}$-inch, $\frac{5}{16}$-inch, $\frac{3}{8}$-inch, $\frac{1}{2}$-inch, $\frac{5}{8}$-inch, $\frac{7}{8}$-inch.

Rivets in galvanized iron and iron rivets for boiler work, all sizes, from $\frac{5}{8}$-inch by $4\frac{1}{2}$-inch to $\frac{7}{8}$-inch by 6-inch; mild steel rivets, all sizes, from $\frac{3}{8}$-inch by 1-inch to $\frac{3}{4}$-inch by 4-inch. Rope, Manilla, from $\frac{5}{8}$-inch to $4\frac{1}{2}$-inch circumference.

Saws of all kinds, screws for railway coach work and other galvanized iron, hexagon head and brass all kinds; screw drivers, steel (angle, mild), steel (cast hexagon), steel (mild, round, mild square), steel (tool, flat and round). Stocks, dies, taps and tap wrenches.

Telegraph material, all kinds.

Valves, steam, globe, brass screw $\frac{3}{4}$-inch to 4-inch, flange $\frac{3}{4}$-inch to 4-inch.

Washers, iron, black, ¼-inch hole to 1⅜-inch hole. Wedges, steel, 3, 4, 5, 6, 7, and 8 pounds.

There are, of course, very many other imports for railways and Government departments.

GOLD COAST RAILWAYS

The mean mileage operated on the Gold Coast railways is 269 miles. The number of passengers carried on this mileage in 1919 was 1,223,596, an increase of 378,126 over the previous year. The actual gross tonnage moved was 348,444 tons, an increase of 30,705 tons over the previous year. There will be no demand for rails for some time to come; the requirements have been contracted for and deliveries made from the Southern States.

There may be some demand for rolling stock, but it will not be special for some time, as orders placed during the war are now being delivered. Samples of railway quality Douglas fir timber would be appreciated by the management. In a special way the railways are open to contract for the supply of coal, cement, nails, and building material such as building board, asbestos sheets, roofing metal; also for a quality of felt roofing suitable for the tropics.

SIERRA LEONE RAILWAYS

The total mileage of the railways of Sierra Leone is 354 miles, and all 2-foot 6-inch gauge. Owing to the clearance of accumulation and no produce offering, there is very little freight moving on this railway, and the passenger trade has fallen considerably. The management have an extended programme in view for relaying tracks and for a few new coaches. Estimates will have to be passed before any action can be taken, but it may be presumed that all necessary work will be proceeded with, and if so there will be a fair demand for cement, corrugated iron, steel for roofs, machine tools (about $17,000), 10 freight breaker vans, 10 covered freight cars, 475 tons British standard 30-pound rails 30 feet long, 440 tons British standard steel sleepers, 4 tons fishplate bolts, and 5 tons rail keys, also 3,500 pairs of fishplates.

TELEGRAPH AND TELEPHONE MATERIALS

The whole telegraph and telephone system throughout the four British colonies is founded on British practice and British Government standards, with British engineers and officials in charge of these services. Canadian manufacturers who are in a position to tender and supply on demand to the several governments on the Coast should make application to the Crown Agents, 4 Millbank street, Westminster, London, England.

British West African Exports

Nigeria's total export for 1920 was to a value of £16,695,880, showing an increase over 1919 of almost two million pounds, and an increase over 1918 of more than seven million pounds sterling. The oil-producing nuts, and cocoanuts, account for more than twelve million sterling of this total export. Tin ore shipments in 1920 were valued at £1,785,724.

A comparison of previous annual shipments will hardly be of value, but the following statement showing quality and value of principal articles exported from Nigeria in 1920 should prove of interest, as it brings home the many lines xported from this part of the British Empire. It is true that during the early part of 1920 the quantities shipped were greater than usual, and values much higher than they had ever been; but, on the other hand, during the second half of the year the prices had dropped very materially. The value is not so much a consideration as ability to ship quantity, and for this reason the quantity statistics will be useful to Canadian readers, and more particularly to manufacturers who buy the raw materials from other sources of supply.

EXPORTS OF NIGERIA FOR THE YEAR 1920

Articles		Quantity	Value
Animals, living	Nos.	328	£ 1,905
Benniseed	Ton	1,150	15,789
Beeswax	"	7	797
Calabashes	Nos.	24,400	1,326
Cocoa	Cwt.	343,100	1,237,538
Cocoanuts	Nos.	4,200	35
Coffee	Cwt.	26	85
Copra	"	4,456	8,557
Corn and maize	"	14,327	11,267
Cotton lint	"	65,147	716,733
Cotton seed	Tons	403	55,594
Cotton goods (native)	Pieces	286	129
Ginger	Tons	6	142
Ground nuts	"	45,409	1,119,688
Gutta percha	Lbs.	242	1,182
Gum arabic	"	1,338,049	10,992
Gum copal	"	4,867	98
Hides (tanned)	Nos.	15,440	7,127
Hides (untanned)	"	346,996	236,948
Horns	"	....	142
Ivory	Cwt.	216	10,895
Kola nuts	Central	2,914	5,038
Ostrich feathers		....	5,788
Palm oil	Tons	84,856	4,677,444
Palm kernels	"	207,010	5,717,980
Palm kernel cake	"	1,005	7,171
Palm kernel oil	"	3,493	136,158
Piassawa fibre	"	161	3,165
Potash	Cwt.	2,060	4,508
Provisions		....	14,324
Rubber	Lbs.	1,101,873	57,044
Shea butter	Tons	531	21,741
Shea nuts	"	9,375	100,790
Skins—			
(*a*) Goat skins, undressed	Nos.	1,849,102	419,336
(*b*) Sheep skins, undressed	"	53,362	10,429
(*c*) Goat and sheepskins, dressed	"	447,555	100,781
Tin ore	Tons	7,913	1,785,724
Wood and timber—mahogany logs		9,776	139,726
Other articles		....	51,764
Total			£16,695,880

EXPORTS FROM THE GOLD COAST FOR 1920

The total value of exports from the Gold Coast for 1920 was £12,352,207, showing an increase over 1919 of £1,438,032, and of £7,779,282 over 1918. As with Nigeria, in oil nuts or its produce, the Gold Coast has at present one article of export, the cocoa nut, which forms the great bulk of overseas shipments. The cocoa export for 1920 was valued at over ten million sterling; the quantity exported dropped from 176,000 tons in 1919 to 124,774 tons in 1920. There are other exports from the Gold Coast which should be interesting to Canadian manufacturers, more particularly mahogany and manganese ore; the latter will increase very largely to the United States.

As the purpose of this report is to show the sources of supply and ability to produce, the following table in reference to Gold Coast shipments overseas during 1920 is submitted:—

Principal Articles of Export for the Year 1920—showing countries to which same were exported

Articles	Countries to which exported		Quantity	Value
Cocoa—				
	United Kingdom	Tons	55,819	£4,481,502
	Germany	"	5,068	354,011
	Holland	"	15,096	1,075,512
	France	"	18,822	1,561,201
	United States	"	26,487	2,243,848
	Total exports	"	124,774	£10,056,298
Kola Nuts—				
	United Kingdom. Total	Lbs.	168,892	£ 3,433
	Nigeria	"	16,020,144	448,342
	Total exports	"	16,203,851	£452,245
Copra—				
	United Kingdom	Tons	396	£16,375
	Total	"	427	17,561
Cotton, raw—				
	United Kingdom. Total	Lbs.	25,394	1,309
Gold and Gold Dust—				
	United Kingdom. Total	Ozs.	230,505	889,248
Auriferous By-Products—				
	United Kingdom. Total	Lbs.	44,557	11,423
Diamonds—				
	United Kingdom. Total	Carats	102	365
Guinea Grains—				
	United Kingdom	Lbs.	18,310	527
	Total exports	"	18,534	530
Gum Copal—				
	United Kingdom	"	7,576	146
	United States	"	76,560	2,633
	Total exports	"	84,136	£2,779
Ivory—				
	United Kingdom	"	632	326
	France	"	620	219
	Nigeria	"	678	320
	Total exports	"	1,935	£866
Lumber (native timber)—				
	United Kingdom	Sup. feet	5,731,527	86,390
	United States	"	15,845,087	254,519
	Total exports	"	21,620,513	£342,115
Ores, Manganese—				
	United Kingdom	Tons	18,580	27,887
	United States	"	25,030	40,132
	Total exports	"	43,610	£68,019
Ores, Tin—				
	United Kingdom. Total	"	3	86
Palm Kernels—				
	United Kingdom	"	6,774	193,063
	Holland	"	828	27,789
	Total exports	"	7,664	£222,467
Palm Oil—				
	United Kingdom	Gals.	834,832	93,142
	United States	"	64,775	10,480
	Holland	"	48,005	10,462
	Total exports	"	947,612	£114,084
Rubber—				
	United Kingdom	Lbs.	279,697	26,815
	United States	"	19,483	516
	Total exports	"	299,180	£27,331
Other Articles—				
	Total exports			£ 95,498
	Total value of all articles exported (including bullion and specie)			£12,352,207

EXPORTS OF SIERRA LEONE

Unfortunately statistics showing the figures of export for a later period than the year 1918 are not available for Sierra Leone. Careful inquiry, however, shows

that during 1919 and 1920, owing to higher prices for the raw materials of the colony, a much greater production and export was in evidence. Palm kernels, which up to the present time have not been of material interest to Canada, are now and have always been the big item of export for Sierra Leone, totalling in 1918 40,816 tons, the average for the five years from 1913 to 1917 being 45,615 tons. The Kola nut—almost all the exports of which are either to other British West African possessions or French West African colonies—is the next best article of export. In 1918 the value exported was £397,726 for 2,302 tons. The average annual shipments over the previous five years were 2,003 tons, valued at £293,291. Palm oil exports from this colony average annually about 525,000 gallons. The other principal exports are ginger, hides, piassawa fibre and African rice.

EXPORTS OF GAMBIA FOR 1920

The ground nut, or as it is known in Canada, the "pea-nut," is the one large item of export from Gambia. In 1919, out of a total export of £1,229,921 in value (excluding specie), ground nuts accounted for £1,185,255. Other items of export in the order of their value are hides, palm kernels, calabashes, bees wax, piassawa, rubber and timber.

The following table will show the qantities and values, and the principal countries of destination, of the principal articles exported in 1919 and 1920.

Gambia's Exports for 1919 and 1920

Articles	Countries	Quantity 1919	Quantity 1920	Value 1919	Value 1920
Calabashes—					
	French Possessions.. .. ..No.	1,141	118	£ 46	£ 4
	Sierra Leone.. .. .. "	102,502	48,121	5,208	2,643
	Total exports.. .. .. "	103,643	48,275	5,254	2,649
Ground Nuts—					
	Belgium.. .. ..Tons	....	3,113	....	73,186
	Denmark.. .. .. "	2,894	719	52,093	21,459
	France.. .. .. "	....	10,948	....	343,013
	French Possessions.. .. .. .. "	1,387	820	18,416	20,256
	Sierra Leone.. .. .. "	136	444	2,894	12,462
	United Kingdom.. .. .. "	67,258	69,146	1,099,408	1,928,068
	Total exports.. .. .. .. "	71,677	85,190	1,172,843	2,398,444
Hides—					
	France.. .. ..No.	....	991	....	275
	United Kingdom.. .. .. "	14,205	16,027	8,319	20,850
	Total exports.. .. .. "	14,405	17,018	8,419	21,125
Kola Nuts—					
	French Possessions.. .. .. ..Cwt.	33,592	9,350	2,071	1,026
	Total exports.. .. .. "	33,990	10,220	2,111	1,156
Palm Kernels—					
	United Kingdom.. .. ..Tons	626	405	14,064	9,350
	Total exports.. .. .. "	671	408	15,324	9,470
Wax—					
	United Kingdom. Total exports.Lbs.	7,463	3.394	233	219

Trade and Commerce in French West Africa

As the kind of articles imported into French West Africa are almost identical with those of British West Africa—in fact, many of the notes made by the writer were secured from the French companies, who were kindness itself—the review of trade and commerce in the French colonies will be more in the nature of comment on the statistics of import and export.

For the past fifteen years there has been a constant development of trade in French West Africa, exportation increasing each year from 1904 with a total of 65,000,000 francs in value, to 1919, when the total value was estimated at 327,785,000

francs. Roughly, it is safe to say that nine-tenths of these exports were in oil products of some kind. Imports have grown in value during the same years from 90,000,000 francs in 1904 to 375,000,00 francs in 1918, but dropping to 313,000,000 francs in 1919. Further on in this report quantity exports for 1920 are shown.

For a better appreciation of the progress of the colonies under the French flag, the following table is submitted showing an average of trade in five-year periods since 1904.

Years	Imports. Average annual Francs	Exports. Average annual Francs	Total. Average annual Francs
1904-08	97,174,000	71,427,000	168,601,000
1909-13	141,722,000	119,536,000	261,258,000
1914-18	194,646,000	164,712,000	359,358,000
1919	313,179,000	327,785,000	640,964,000

The percentage proportion of trade in each of the colonies comprising French West Africa for 1918 and 1919 is as follows:—

Colonies	Imports 1918	Imports 1919	Exports 1918	Exports 1919	Total 1918	Total 1919
Senegal	79	63	77	62	78	62
Senegal above Nigeria	3	7	2	1	3	4
French Guinea	6	8	5	7	6	8
Ivory Coast	4	8	5	9	4	8
Dahomey	8	14	11	21	9	18
Total	100	100	100	100	100	100

The percentage of the total trade gives some idea of the relative trade of the several colonies.

The following particulars cover details of trade in each of the five colonies of French West Africa for 1919. Details of import for the full year 1920 are not available, but through the good offices of the statistical department at Dakar, the facts regarding exports for that year are also submitted.

Senegal

senegal's economic and commercial standing, 1919

The total trade for 1919 was valued at 110,653,420 francs less than in 1918, when it reached a value of 510,997,287 francs. The imports for 1919 were 198,164,926 francs in value—97,612,930 francs less than 1918; while exports for the previous year were valued at 202,178,941 francs in 1919—a decrease of 13,040,000 francs from the previous year. The statistics for 1919 may be taken as nearer the increased normal trade of the colony—those of 1918 being abnormal, owing to the fact that Dakar was a base for convoy work during the intensive submarine campaign of the enemy during the first half of that year.

The ground nut, or "peanut," as known in Canada, accounted for a value of more than 124 million francs in the 1919 exports. It is only recently (in February, 1920) that a world market has been permitted to the exporters, who previously were compelled to ship all oil-producing plants in French West Africa to France. The figures of quantity and value in ground nut export for this colony indicate clearly the great increase in value. In 1910 the total was 227,289 kilogrammes, valued at 49,770,741 francs. In 1914 the quantity had increased to 280,526,613 kilogrammes, valued at 69,089,309 francs; while in 1919 the shipments of the nut in the shell totalled 172,327,180 kilogrammes, valued at 65,672,766 francs; and decorticated nuts in quantity were shipped to the total of 75,430,856 kilogrammes valued at 58,874,764 francs—a total value of 124,547,530 francs for 247,768,036 kilogrammes, or 32,758,577 kilogrammes less than in 1914.

In Senegal, as in other parts of West Africa, owing to keen competition in 1919 and 1920 to secure supplies of ground nuts, money then took the place of barter, the former method of purchase.

Some of the principal lines of import into Senegal during 1919, as compared with 1918, are submitted. The following table is restricted to lines of possible interest to Canadian exporters:—

Articles	1919 Quantity	1919 Value Francs	1918 Quantity	1918 Value Francs
Provisions, canned or preserved.. .. ..Lbs.	247,916	1,029,034	176,848	623,035
Flour.. .. ..Tons	3,763,376	4,739,438	6,324,642	5,607,025
Bread or cabin biscuits.. .. ..Lbs.	773,027	1,410,417	178,935	244,954
Sugar (all kinds).. .. .. "	2,559,416	4,973,560	7,678,400	14,792,462
Tobacco, in leaf.. .. .. "	1,656,223	7,488,864	941,685	3,198,625
Tobacco, manufactured.. .. .. "	79,858	920,273	59,606	614,867
Lumber.. .. ..Stere's	5,586,620	1,479,640	4,875,236	2,566,443
Beer.. .. ..Gals.	364,340	854,612	280,441	401,992
Building material (not lumber)..	7,850,539	1,530,002	13,746,543	1,748,092
	Increase		*Decrease*	
Provisions, canned or preserved..	71,068	405,989	.....	.....
Flour..	.....	.....	2,561,266	867,587
Bread or cabin biscuit..	594,092	1,165,463	.....	.....
Sugar (all kinds)..	.....	.....	5,118,984	9,818,902
Tobacco, in leaf..	714,538	4,290,239	.....	.....
Tobacco, manufactured..	20,252	305,406	.....	.....
Lumber..	711,384	.....	.....	1,086,803
Beer..	83,899	453,520	.....	.....
Building material (not lumber)..	.....	.....	5,896,004	218,090

Countries of origin are not shown in the statistical tables of this colony, but inquiries at the Statistical Bureau at Dakar permit of the following remarks in regard to imports.

In provisions North and South America are credited with the greater portion of the imports of canned meats, but North America holds a very subordinate place in the shipping of canned fish and canned vegetables, as these are nearly all from France and other parts of the Continent of Europe.

In bread or "cabin" biscuits, during 1918 and 1919 the United States made good headway. At one time the exports from that country were about one-half of those supplied by France, which on this article, for the French colonies, will under normal conditions hold the trade.

After cotton and wool piece goods, the "doctored" leaf tobacco, for native use, is one of the most important items of import. The United States were the only suppliers in 1919. The bulk of the manufactured tobacco imported into Senegal is from Algeria and France. In beer, the light brands are supplied chiefly in bottles. The greater import was from the United States, the total in 1919 from that country numbering 600,000.

The difference in flour imports between 1918 and 1919 is due to war conditions in the former year, when, as with many other articles, very large quantities were landed for transfer to transport ships and to other countries on the coast. In 1919 about one-third of the trade was with France and the balance with the United States.

Sugar imports in 1918 were abnormal. The United Kingdom exported in that year supplies, which had been purchased outside the United Kingdom or Europe, to the value of 12,500,000 francs. In 1919 France shipped to Senegal to the value of about 570,000 francs, the United States 3,200,000 francs, and South America 973,000 francs. Although Canada is not given credit for it in the returns, there is some Canadian sugar in stock at Dakar.

In building materials, pre-war most of the articles such as lime, bricks, tiling, piping and cement, came from Marseilles. Cement formed the greater part of this entry in 1919, of which 2,152 tons were from France, 2,378 tons from England, and 872 tons from the United States. This is a line which should figure very largely for

a number of years, as, in addition to the Government's big building programme, there is a strong demand for building materials for warehouses and bungalows of all kinds.

Some idea of the importance of Dakar as a coaling station is shown by the following table:—

Coal Imports into Dakar, 1911-19

Year.	Tons	Year.	Tons
1911	215,255	1916	393,411
1912	277,267	1917	537,290
1913	312,585	1918	347,460
1914	182,410	1919	336,549
1915	251,438		

Cottons—which are not shown in the table of principal articles of interest to Canada given above—are of course the principal import into this colony, as well as into other tropical countries. The imports pre-war into Senegal averaged about 18,000,000 francs per annum, while for 1919, on account of increased prices, the value totalled 52,000,000 francs, 12,000,000 of which were from France and her colonies. About three times that amount came from the United Kingdom, and the balance from some European continental countries and the United States. The average annual imports are about 12,000,000 metres of a cloth called "Guinée," which is made in French colonies, and is used principally for shawl purposes, in loose garments and head coverings. The balance of cotton imports are estimated at 2,700 tons.

The principal countries exporting to Senegal in 1918 and 1919 were the United Kingdom, which held first place with 88,500,000 francs, although her exports in cotton goods fell from 65,500,000 francs in 1918 to 41,250,000 francs in 1919. There was also a big decrease in the export of coal to Dakar. The United Kingdom, however, increased its trade in soap, candles and iron and steel goods. The British Dominions and colonies figured very largely in 1919. The value of imports totalled 90,000,000 francs, on account of large shipments of wheat and flour from Australia, and corn from the Union of South Africa. This dropped to 10,800,000 francs in 1919, of which 8,800,000 francs represented kola nut from Sierra Leone.

France dropped from a total value of 58,626,000 francs in 1918 to 52,840,000 francs in 1919. The drop was due to decreased imports of ladies' and men's clothing, and to a big reduction in leather goods. The guinées from French Indian colonies increased in value from 443,000 francs in 1918 to 2,195,000 francs in 1919.

The United States of America made great headway in the years under review. The increase was about 80 per cent in 1919 over 1918. The invoice price values increased from 17,400,000 francs to 30,751,000, of which 600,000 francs represented condensed milk, 7,000,000 leaf tobacco, 3,000,000 sugar, 600,000 beer, 750,000 alcohol, 2,969,000 coal, 1,800,000 oils, 1,580,000 bar iron and sheets, 1,600,000 other iron and steel goods, 860,000 automobiles, and 3,375,000 francs bags and cotton goods. Scandinavia increased her wood and matches exports to Senegal from a value of 300,000 francs in 1918 to 1,400,000 francs in 1919.

EXPORTS OF SENEGAL

The total exports of Senegal, after deducting re-exports, were valued in 1919 at 141,253,671 francs—an increase of 87,640,431 francs over the previous year. Some of the exports are: animals (living), wax, kapock, rubber, and ivory, but the principal are the following: gum-arabic, to a value of over 8,000,000 francs; palm kernels, nearly 3,000,000 francs; hides, over 2,000,000 francs; and ground or "pea-nuts," in shell, 65,500,000 francs; and other nuts decorticated 58,750,000 francs. In order that the ground or "pea-nut" should be exported to better advantage, the Dakar district made a specialty of decorticating the nut. Decorticated nuts shipped in 1919 totalled 75,430,856 tons, which represented 115,000 tons of the nut in the shell. During 1919 nearly all the shell was used for firing purposes on account of the extremely

high price of coal. Gum-arabic exported in 1919 totalled 4,800 tons, which is more than double the average annual quantity shipped since 1911. In oil nut production, and in fact nearly all exports from the Senegal, the average shipped to France is over 87 per cent of the total.

PORTS OF SENEGAL

The statistics given below showing values of imports and exports handled at the ports of Senegal, will show the Canadian exporter the places they respectively hold:—

Ports	1919 Francs	Increase or decrease on 1918 Increase Francs	Decrease Francs
St. Louis—			
Imports	20,662,657	3,749,498	.....
Exports	381	.....	54
Dakar—			
Imports	126,096,681	.....	97,871,381
Exports	99,093,847	.....	88,651,388
Rufisque—			
Imports	39,400,731	.....	4,637,146
Exports	72,346,953	.....	53,891,722
Fondionque—			
Imports	5,209,412	2,317,857	.....
Exports	17,615,002	13,137,893	.....
Zuicuin—			
Imports	6,037,336	1,449,698	.....
Exports	8,064,998	6,130,647	.....
Goree—			
Imports	311,534	173,082	.....
No export			
M'Bour—			
Imports	7,189	6,215	.....
Exports	4,336,247	1,835,946	.....
Joal—			
Imports	20,041	18,597	.....
Exports	572,765	467,764	.....
Rip—			
Imports	165,078	41,994	.....
Export from 1919	.....	.....	1,774
Niani Ouli—			
Imports	253,637	38,055	.....
Exports	148,748	148,748	.....

The headquarters for most of the firms having branch stores throughout Senegal are at Rufisque, which is only a short distance from Dakar.

The total number of ships entering the port of Dakar in 1918 was 1,267, with an aggregate tonnage of 2,682,795, of which 638,282 were unloaded. In 1919 there was a fall to 1,109 ships, of an aggregate tonnage of 2,277,988, of which 403,450 were unloaded. In 1919, of the 1,109 ships calling at Dakar, 350 flew the French flag, 323 the British, 206 the Italian, 50 the Norwegian, 29 the Portuguese, 28 the Swedish, and 24 the Belgian. Among other flags flown, the United States was represented by nine ships.

The Upper Senegal-Niger Colony

The upper part of Senegal, known as "Colonie du Haut Senegal-Niger," increased its import values from 12,329,449 francs in 1918 to 21,174,354 francs in 1919. The exports, however, fell from a value of 6,600,681 francs in 1918 to 3,488,694 francs in 1919. Almost all the increase of import was on cotton goods, both in "guinees" made in French colonies and English piece cottons. The "guinees" imports increased in value by about 3,000,000 francs, and English cotton goods by over 6,000,000 francs.

Among other principal imports in 1919 were tinned meats to a value of 26,434 francs, of which France was credited with 25,889 francs and the United States 545

francs. Flour totalled 87,141 francs in value, of which 46,649 francs were credited to France and 40,492 to the United States. Sugar imports to a value of 30,790 were brought in from France, and 67,081 francs from the United States. Some sugar from Canada was imported in 1920. The total import value of tobacco in 1919 was 128,588 francs, of which France shipped 117,791 francs, the small balance being divided between the United Kingdom, Holland, and other countries. Wines from France, or French colonies, were valued at 506,385 francs, the balance (11,096 francs) from other countries. Spirituous liquors totalled 248,166 francs in value, the greater part (227,843) from French sources and 19,532 francs from the United Kingdom. Cotton thread and yarn were valued at 228,632 francs, of which the United Kingdom was credited with 163,487 francs, and France 65,143 francs.

All other goods, covering many items, valued in smaller amounts than 25,000 francs totalled 4,431,000 francs, of which France was credited with 2,331,000 francs, England 1,338,000 francs, the United States 567,000 francs, Holland 65,000 francs, and other countries 128,000 francs.

The principal exports from this colony are animals, hides, wool, rice, and gum, nearly all of which is exported to France. The only other country figuring as an export field is the United Kingdom, which in 1918 purchased rubber from this territory to a value of 65,000 francs, and animals living, the total export of which reached a value of 3,183,090 francs. In 1919 England purchased gum arabic to the value of 955 francs and of animals living, the whole export valued at 426,550 francs. The greater part of these exports credited to the United Kingdom cross from this colony to the Gold Coast territory.

French Guinea

With the view of showing the average annual value of trade in French Guinea, the following table is submitted. It will be noted that while exports increased between 1910 and 1913, the imports for the same period were on an average about ten million francs less. The figures for the war years speak for themselves, because while the values are higher from 1916 onwards over those of 1914 and 1915, most of this increase is in value and not in quantity handled.

Year	Imports Francs	Exports Francs	Total Trade Francs
1910	29,562,772	18,305,405	47,868,177
1911	18,337,307	19,610,882	37,918,189
1912	19,274,130	20,057,925	39,332,055
1913	19,418,514	16,644,752	36,063,266
1914	9,238,165	11,403,035	20,641,196
1915	9,689,291	16,240,488	25,929,779
1916	20,187,752	17,511,576	37,699,328
1917	21,359,436	15,290,809	36,650,245
1918	23,029,972	12,822,621	35,852,593
1919	25,918,941	23,533,011	49,453,952

During the war trade from France to its own colony dropped in value and quantity. Great Britain, in addition to its regular export of cotton goods, secured a good share in other articles, and the United States secured for the time being other lines than flour. Exchange undoubtedly affected purchases in both these countries, more particularly in 1919 and 1920, France being able to supply in spite of much higher prices than those quoted by either England or the United States.

Table showing Quantity and Value of some of the Principal Articles imported into French Guinea in 1918 and 1919

Articles	1919 Value Francs	1918 Value Francs
Flour	236,461	156,787
Bread and cabin biscuits	10,378	926
Sugar	128,311	5,201
Tobacco, in leaf	1,056,126	530,310
Building materials	159,513	193,340
Coal	65,672	15,875
Iron, steel and copper	273,353	1,131,748
Iron and steel manufactures	1,336,986	857,536
Other merchandise	5,218,919	2,679,534
	Increase	*Decrease*
Flour	106,614	.....
Bread and cabin biscuits	9,452	.....
Sugar	123,110	.....
Tobacco, in leaf	525,816	.....
Building materials	.....	35,827
Coal	49,797	.....
Iron, steel and copper	.....	858,395
Iron and steel manufactures	479,450	.....
Other merchandise	2,539,385	.....

In the heading "other merchandise," cotton threads, yarns, piece goods and knitted goods are not included, nor are liquors and wines.

The principal countries exporting to French Guinea in 1919, are in order of value as shown below.

The United Kingdom—cotton piece goods, 13,441,603 francs; threads and yarns, 388,139 francs; metal goods, manufactured, 488,670 francs; chemicals, 678,474 francs.

France and the French Colonies exported to a total value of 5,255,650 francs, of which 1,709,136 francs represented cotton and wool piece goods; 963,103 francs wines and liquors; 390,858 francs, metal goods, manufactured; 203,462 francs, prepared paints and distempers, 345,727 francs, other manufactured goods.

The United States exported to a total value of 2,655,750 francs, of which 1,185,704 francs represented "de duriées colonial"; 398,984 francs, metal manufactures, 275,595 francs, farinaceous preparations; and 159,965 francs, cotton goods.

The total trade from all British Dominions and Colonies was valued at 714,319 francs; of which cotton and wool piece goods totalled 134,125 francs; and foodstuffs, 155,247 francs.

FRENCH GUINEA EXPORTS

The principal exports of French Guinea are animals, hides and skins, wool. ground or pea-nuts, palm kernels, palm oil, rubber and gum Arabic.

In 1919 the following were the chief shipments: 1,186,064 hides, valued at 3,965,962 francs; wool, 648,290 kilos (1,620,725 francs); ground or pea-nuts 1,325,261 kilos (566,564 francs); palm kernels, 12,487,237 kilos. (7,741,359 francs); and rubber, 682,268 kilos. (3,411,342 francs). The total increased from a value of 12,236,102 francs in 1918 to 22,568,867 in 1919. Special endeavours had been made to produce and gather as much as possible of the oil-producing materials for export in 1919, and as a result that year's total increased by 10,332,755 francs over 1918.

The countries to which exports were made in 1919, with values, were as follows: France, 14,028,601 francs; French Colonies,. 38,939 francs; the United Kingdom, 2,593,158 francs; British Dominions or Colonies, 2,063,923 francs; Belgium, 163,084 francs; Holland, 3,265,710 francs; Portuguese Colonies, 307,137 francs; other countries, 118,307 francs. The proponderating position held by France in the export trade is of course, due to the prohibition of export to foreign countries in several lines.

The principal port in French Guinea is Conakry, a really model town. Out of a total import value for the whole colony in 1919 of 25,918,941 francs, Conakry was credited with 25,397,481 francs, and out of a total export value of 23,535,011 francs,

Conakry was credited with 21,433,820 francs. The other ports are Boke, Farmorea, Heremokono, Kade, Sieroumba, and Nongoa. The total number of ships calling at Conakry in 1918 was 169—an increase of 45 ships and 3,197 tons over the 1918 figures. Of these 102 flew the French flag, 51 the British and 7 the Belgian. About 10,572 tons were unloaded.

French Guinea should develop in the immediate future in a much greater way than at any period in the past. The palm kernel is the chief product, and as a decision appears to have been arrived at to develop new roads and to open up more country to oil-nut production of all kinds, Conakry should be kept in evidence as the centre of endeavour in any attempt to do business with French Guinea.

Ivory Coast

As with other territories in West Africa, the Ivory Coast profited by the enhanced prices secured towards the ends of 1918, and special endeavours were made to stimulate production in 1919, and as this increased production secured the highest prices ever known, the results were an increased trade both in import and export. The total trade of the colony in the latter year was valued at 52,015,391 francs—an increase of 23,068,840 francs over 1918. Imports increased by 7,749,459 francs, and exports by 15,319,381 francs.

The principal imports in 1919 as compared with 1918 are as follows:

Articles	1919 Value Francs	1918 Value Francs
Cotton piece goods	4,624,129	4,745,317
Tobacco, in leaf	1,956,197	378,112
Wines	636,484	417,696
Distilled liquors	613,489	197,293
Soaps	789,354	687,487
Milk, condensed	169,671	67,981
Flour	388,806	93,181
Sugar	92,844	51,329
Salt	490,971	207,191
Perfumery	375,658	275,919
Machines and machinery	587,782	172,797
Metal manufactures	2,253,778	1,042,920
Building materials	352,513	88,145
Other merchandise	10,198,362	7,361,842

The principal increases in values recorded in 1919 were:—Machines and machinery, 414,985 francs; other metal goods manufactured, 1,210,849 francs; and building materials, 262,368 francs—nearly all in connection with the exploitation of the forests and palm-oil industry. Other lines showing increased values were: cotton piece goods, 78,812 francs; leaf tobacco, 1,578,085 francs; wines, 218,785 francs; whiskies and liquors, 1,338,547 francs; soap, 101,507 francs; condensed milk, 101,690 francs; flour, 295,625 francs; salt, 290,780 francs; sugar, 41,575 francs; perfumery, 99,739 francs. The items in latter group represent the everyday purchases of the European residents, as well as natives.

Some of the principal exports from the Ivory Coast are shown in the following table, comparing exports for 1919 with those of 1918.

Articles	1919 Value Francs	1918 Value Francs
Palm oil	10,216,248	4,576,094
Palm kernels	10,517,231	2,877,547
Mahogany	3,422,391	3,003,956
Rubber	381,460	1,245,625
Cocoa beans	1,815,558	556,298
Hides	173,428	8,514
Cotton	623,527	143,872
Smoked fish	34,857	4,392

Increases in values of export are as follows: palm oil, 5,640,154 francs; palm kernels, 7,639,684 francs; mahogany, 418,435 francs; cocoa beans, 1,259,260 francs; hides, 164,914 francs; cotton, 479,655 francs; smoked fish, 30,265 francs; and coffee beans, 208,988 francs. The trade in coffee beans was growing before the war, and it is fully expected that it will develop to much larger proportions.

Rubber exports dropped in value by 864,175 francs; kolas, 50,092 francs; and gold, powder and bars, 80,612 francs. The fall in kola from 1918 was due to the fact that there was no more shipping to the black troops in France and the Cameroons.

IVORY COAST IMPORTS

The imports from the United Kingdom were to the value of 11,442,361 francs in 1919—an increase over 1918 of 2,126,269 francs. The percentage of total trade with the United Kingdom was 48.57—an increase from 27.42 per cent in 1918. The value of imports from the United States was almost four times that of 1918—5,014,373 francs against 1,374,273 francs, or 21.30 per cent of the total imports against 6 per cent for the previous year. The percentage of total imports credited to Sweden is 1.36 per cent, which is accounted for by an increase in value from 85,024 francs in 1918 to 320,950 frances in 1919. Holland's trade decreased from 338,348 francs in 1918 to 115,442 francs in 1919. The balance of the imports is from other European countries, principally Spain and Italy.

Cotton goods imported in 1919 represented in value 6,545,518 francs, of which France was credited with 613,291 francs, the United Kingdom with 5,556,545 francs, the United States with 176,136 francs, and Sweden with 160,252 francs. In tobaccos, which totalled in value 2,144,207 francs, the United States was credited with 1,885,907 francs, the United Kingdom with 183,271 francs, and France and her colonies with 65,581 francs. In whiskies and liquors, the United States shipped to a value of 343,205 francs out of a total import value of 613,489 francs; the United Kingdom's share was 132,431 francs; France, 62,970 francs; and Holland, 72,858 francs. France held the greater part of the import in wines, followed by Spain, the United Kingdom, and Italy.

Condensed milk imports, which in 1919 were to a value of 169,671 francs, were from the United Kingdom (300,238 francs), Sweden (128,091 francs), France (22,577 francs), the United States (15,589 francs). The value of salt was 497,971 francs, of which the United Kingdom was credited with 363,989 francs, and France with 117,843 francs. Perfumery imports totalled in value 337,558 francs, of which 208,366 francs represented shipments from France; 155,205 francs from the United Kingdom; and 14,087 francs from the United States.

In machinery and machines, out of a total value of 587,782 francs, 308,606 francs were credited to France, 165,296 francs to the United Kingdom, and 103,933 francs to the United States. In iron and steel and metal manufactured goods, out of a total value of 2,253,778 francs, the United Kingdom shipped to a value of 1,229,986 francs, the United States 588,257 francs, and France 417,948 francs. In building material, the United Kingdom's share was 175,532 francs, France 157,983 francs, and the United States 18,998 francs.

SOME DETAILS OF IVORY COAST EXPORTS

Looking through the statistics of exports from the French colonies, one is struck with their methods of conserving trade within their own borders—that is, in the export of all their natural products to France or her colonies, unless there is a great deal more than they can handle to advantage, or which is not of real value to their own industries or provision manufacturers. In the case of the exports of the Ivory Coast, fully 60 per cent are shipped to France. All hides, sheep and goat skins were exported direct to France, and all exports of cocoa beans, copra, resin, peppers, pigments, cotton, kapock and gold. Nearly the whole of the exports of ivory, valued at 52,224

francs, were to France, and the shipments of coffee were all to that country. In palm oil, the export to France was valued at 7,634,520 francs, out of a total of 10,216,248 francs. Two-thirds of the kola exports were shipped to France, and in palm kernels more than half of a total of 10,517,231 francs. The exports to the United Kingdom represented 20 per cent of the total, and consisted mainly of palm kernels (3,640,852 francs), palm oil (788,000 francs), and rubber (1,438,000 francs). The shipments of raw materials to the United States were in rubber principally, to a value of 1,858,800 francs; while of the exports to Holland, valued at 3,108,000 francs, 10 per cent consisted of palm kernels and palm oil.

PORTS OF THE IVORY COAST

Grand Bassam is the principal port of the Ivory Coast, and exported in 1919, 8,390,000 kilos of palm oil, out of a total of 11,761,000 kilos. Lahou is next in importance, with 2,199,000 kilos of palm oil; and other are Sassandra, Tabou, Assinie and Beribi. In palm kernels, Grand Bassam handled 12,436,000 kilos, out of a total export from the Ivory Coast of 16,439,000 kilos; and Lahou 2,243,000 kilos. In cocoa beans, Assinie is the leader with 398,341 kilos; Grand Bassam next with 277,519 kilos; and Lahou third with 258,435 kilos. All hides and cotton are shipped from Grand Bassam. In coffee, Assinie shipped 85,690 kilos out of the total of 109,834 kilos exported from the Ivory Coast. The values of produce exported from the several ports of the Ivory Coast were as follows: Grand Bassam, 21,104,000 francs; Lahou, 3,469,000 francs; Assinie, 1,536,000 francs; Tabou, 1,334,000 francs; Sassandra, 880,000 francs; and Beribi, 93,000 francs.

Grand Bassam handled imports to the value of 21,473,000 francs, out of a total of 23,537,000 francs. The other ports in order of importance are: Tabou, Sassandra, Lahou and Assinie. Many of the imports for other ports than Grand Bassam are unloaded there on account of the wharfage accommodation and other good conditions for handling freight, and from there are sent forward in coasting vessels. The number of ships calling at Grand Bassam during 1918 was 188, of which 73 were French and 73 British. There were 8 ships flying the United States flag, 10 Swedish, and 10 Norwegian. The French ships landed a total tonnage of 7,272 tons, and embarked 18,882 tons of freight; the 73 British ships landed 8,919 tons and embarked 18,885 tons.

Dahomey

The French colony of Dahomey shared in the enhanced value of raw materials in 1919 and 1920. The figures of trade for 1920 are unavailable, but those for 1919 are instructive as showing the possibilities for development in this as well as in other West African colonies. Dahomey made immense increases in both her imports and exports, and of course, while higher prices and exchange conditions helped largely in bringing about this result, there is the added satisfaction for this French colony, as her quantities of export increased considerably, showing, as with other parts of these territories, that the native is always prepared to make special efforts when the prices for his produce suit him.

	1919 Francs	1918 Francs	Increase, 1919 Francs
Imports	44,384,684	28,346,926	16,037,758
Exports	70,104,510	29,986,819	40,117,691
Total	114,489,194	58,333,745	56,155,449

Pre-war, the average annual trade of Dahomey was about 33,000,000 francs.

SOME OF THE PRINCIPAL IMPORTS INTO DAHOMEY

Articles	1919 Value Francs	1918 Value Francs
Flour	336,474	100,538
Cabin or bread biscuits	115,761	5,307
Sugar	141,425	50,545
Tobacco, in leaf	5,451,025	1,417,478
Salt	831,342	584,493
Soaps	233,591	172,341
Glassware	263,586	179,053
Cotton goods	9,009,174	8,193,194
Machines and machinery	277,771	248,839
Matches (boxes))	930,088	478,453
Other material	21,944,751	14,346,727
Dried fish	1,040,343	1,278,348
Crayfish (smoked)	227,931	264,629
Corn	9,817	21,782
Copra	29,398	87,315
Palm kernels	45,188,505	12,189,239
Cocoa	50,183	7,774
Cotton	381,256	621,157
Palm oil	20,260,490	13,690,478
	Increase	*Decrease*
Flour	235,936	.....
Cabin or bread biscuits	110,454	.....
Sugar	90,880	.....
Tobacco, in leaf	4,033,547	.....
Salt	24,689	.....
Soaps	61,250	.....
Glassware	84,533	.....
Cotton goods	815,980	.....
Machines and machinery	451,635	.....
Other material	7,598,020	.....
Dried fish	.....	238,005
Crayfish (smoked)	.....	36,698
Corn	.....	11,965
Copra	.....	57,197
Palm kernels	32,999,266	.....
Cocoa	42,409	.....
Palm oil	6,570,012	.....
Cotton	.....	239,901

As with the other French Colonies, the great bulk of palm oils and kernels, which represent 95 per cent of Dahomey's export trade, have been shipped to France, just about 75 per cent of 1919 shipments going to the parent country. The United States took 1,500 tons, and Holland 3,500 tons.

PERCENTAGE OF DAHOMEY'S TRADE

Countries	Values in 1919	Per cent	Value in 1918	Per cent
France	33,827,610	29·60	28,547,692	48·93
United Kingdom	34,583,143	30·00	15,085,896	25·86
United States	14,382,275	12·5	3,684,673	6·31
Nigeria	7,563,941	6·6	4,888,910	8·38
Togo	4,584,921	4·0	5,195,627	8·95

PORTS OF DAHOMEY

The leading ports in Dahomey are Cotonou, Ouidah, Grand-Popo, Porto-Novo and Anthiense.

In 1919, Cotonou handled in exports 54,054,785 kilos of palm kernels, out of a total of 68,982,070 kilos, and in palm oil, 16,071,064 kilos out of a total of 22,511,655 kilos. In point of value of export trade the other ports are placed as follows: Grand-Popo, Ouidah, and Porto-Nova.

In imports, Cotonou handled in value of 33,010,867 francs out of a total of 44,384,684 francs. Next in order in the value of imports handled are: Porto-Novo, 7,137,701 francs; Grand-Popo, 3,268,172 francs; and Ouidah, 683,581 francs. Congestion at the port of Cotonou during 1919 is the reason for the greater figures of Porto-Novo; but normally Cotonou is the great centre for both export and import.

SHIPPING IN DAHOMEY

The total number of ships calling at Cotonou were 114. Of these 51 were English, 47 French, 6 Americaan, and 4 Norwegian. The aggregate tonnage of the 47 French ships was 119,576, as compared with 109,181 tons for 51 British, which handled 8,473 tons of freight valued at 22,877,371 francs, as compared with 6,550 tons valued at 7,984,262 francs. The six American ships of an aggregate of 13,795 tons landed 1,593 tons, valued at 3,053,836 francs. This will give some idea of the cost of exchange to Dahomey. The British ships carried away 52,943 tons, as compared with 20,710 tons in the French ships.

FRENCH WEST AFRICAN QUANTITY EXPORTS FOR THE YEAR 1920

For the purpose of submitting particulars re French West African exports during the past three years, the following table is submitted:—

Produce exported	Quantity	1920	1919	1918
Ground nuts, in shell	Tons	238,872	173,577	106,853
Ground nuts, shelled	"	47,507	75,413	13,734
Palm kernels	"	49,160	101,880	37,765
Ricin grains	"	536	463	233
Sesame grains	"	444	483	806
Copra	"	103	99	141
Palm oil	"	20,394	35,075	11,755
Ground nut oil	"	306	325	....
Shear butter	"	256	211	73
Acajou wood	Stere	53,756	34,961	37,321
Other woods	"	7,909	1,268	67
Gum arabic	Tons	3,177	5,423	3,144
Gum copal	"	145	126	38
Rubber	"	770	813	1,312
Cloves	"	18	60	138
Cocoa	"	1,049	984	427
Coffee	"	19	112	30
Pigments	"	105	48	22
Tobacco	"	27	62	20
Wool	"	694	1,146	752
Cotton	"	396	635	701
Kapok	"	5	132	80
Bananas	"	113	119	65
Indigo	"	267	210	169
Ground nuts	"	685	383	....
Salt	"	582	1,402	1,257
Gold	Kilog.	118	187	676
Cattle	Head	10,120	30,865	31,881
Sheep	"	61,860	39,863	64,922
Hides	Tons	1,673	2,076	2,447
Skins	"	513	218	216
Wax	"	221	221	336
Honey	"	14	11	6
Ivory	"	5	5	1
Dried or salted fish	"	846	1,114	1,814
Lobster	"	276	263	343

The complete list of exports is not shown, but the total tonnage for 1920 is approximately 420,000, of which seventeen-twentieths are in oil products of some kind; two-twentieths, or slightly over, are for wood export; and the numerous other lines are included in a little less than one-twentieth part of the total exports. The bulk of this export shows that French West Africa must depend on oil or fat exports for her bulk trade.

Ground nuts form a shade over two-thirds of the total exports, and the greater portion of these is from the Senegal colony. Of the two exports in ground nuts in shells, and shelled, there is a total increase of 37,000 tons over 1920. On the other hand, the palm kernel and palm oil exports dropped in large quantity. The quantities in 1919 were of course abnormal. The 1920 figures show that in kernels the exports are back to average.

It will be noticed that there is a big increase in export of wood. Most of this is from the Ivory Coast, which has been very active in lumbering since 1919. Production has also increased in several of the special grains, butter fats as well as indigo. Decreases are shown in several articles, more especially in hides.

The average annual exports in oil, nuts, kernels or grain, for all the French colonies, totalled for the five years 1915 to 1919, 247,267 tons, and for 1920, 336,636 tons—an increase of 89,369 tons over 1919. Oil exports—which include palm oil, pea-nut oil, and shear butter fat—totalled 20,956 tons in 1920—an increase of 760 tons over the average annual for the five-year period 1915 to 1919. In the lesser exports the 1920 figures are approximately 16,000 tons—11,000 tons less than the annual average for the five-year period 1915 to 1919. Foodstuffs show a great decline from 7,159 tons, average annual, to 113 tons. There is a drop in animals of about 4,000 tons.

The exports for 1920 of all the French colonies were 108,000 tons better than the annual average of the five-year term, 1915-19, the total being 420,000 tons.

RAILWAY DEVELOPMENT IN FRENCH WEST AFRICA

The programme for future development in railway construction in French West Africa covers a period of twenty-five years. It is intended to build about 3,025 kilometres of railway, in three constructional groups. The first group, which is most urgently required, is for 850 kilometres; the second will consist of 1,675 kilometres; and the third, 500 kilometres. It is proposed to build the first group in eight years, the second in the following ten years, and the third in the following seven years. The material to be used will be of the French standard, the rails weighing 26 kilogrammes to the metre.

Part of the requirements up to the year 1924 are as follows: 27 locomotives, 7 dining cars, 52 passenger cars (mostly second and third class), 220 freight cars of various patterns. Blue prints for all locomotives and rolling stock may be secured in France only, and application for the same must be made to the Minister of Colonies. While it is the rule to insist on all railway and public works requirements being made, or purchased, in France, when they cannot be produced n the colony itself, exception to the rule is sometimes made, but only on the order of the Minister of Colonies.

Illustrations of Articles in Demand in West Africa

PATTERNS OF ENAMELWARE SOLD IN WEST AFRICA

The enamelware trade on the West Coast of Africa is very large indeed and is well worth cultivating. Pre-war the Germans held the bulk of the trade and are again offering in quantity. The secret of the success of the German exporters is that they hold reserve stocks, so that they are able to make immediate shipment on receipt of orders. They never duplicate numbers on cases in shipments to any one mark, and their invoicing is such that they never have to open a case to find out what it contains. This, of course, is of great value to the Coast distributing houses, for their shipments inland or along the river stations. A decided advantage to the manufacturers as regards shipments to West Africa, is the fact that there is a limited amount of assorting in cases. Many shipments are ordered so that they contain all one shape of different sizes, which of course can be nested. A fair number of the indents call for three or four patterns assorted in a case, and a limited number for a full assortment of patterns.

For the Gold Coast and Nigeria, with the exception of an odd district, white enamel, inside and outside, with blue border, is the staple article. There is some sale for solid colours outside and white inside, and a limited sale for all greys or blue marbled effect, inside and out. This applies to French territories, except Senegal and the French Cameroons.

The bowl shown in illustration No. 1, is a very big seller; it is known as a "cash bowl." Manufacturers when estimating on this line for export, may take into consideration that if successful they may depend on big quantity orders. The sizes sold are from 10 cm. to 30 cm., but the bulk trade is from 10 to 18 cm.

The pattern shown as No 2, is known on the Coast as a "pudding bowl," and is sold in large quantities. All sizes from 10 cm. to 24 cm. are stocked.

The dish shown in illustration No. 3, is known as a "taper pan," and while sometimes stocked in extra sizes, the big sellers are 10-inch by 2-inch and 12-inch by $2\frac{1}{2}$-inch.

The deep bowl pattern, with cover and two side handles, shown as No. 4, is a fair selling line. The smallest size stocked is a 16 cm.; other sizes up to 30 cm. are sold.

The deep bowl shown as illustration No. 5 is a very large seller. Note the slightly curved top. These bowls are sometimes sold in solid colours outside; the white in and out is, however, the big seller. They are used for many purposes, and on market days are used as holders for head loads. They are stocked from 28 cm. to 50 cm. The best selling sizes are from 24-inch to 30-inch.

The pattern shown in illustration No. 6 is one of the best jug patterns sold, and is stocked in all sizes from 1 to 6 pints. The 2 and 4 pints are the best sellers. There is a better opportunity to quote for colours in jugs than on the bowls, for the outside only.

There is a fair sale for bowls in what is known as the "foot" pattern, shown as No. 7. While sometimes stocked in all sizes up to 30 cm., the best selling sizes are 10 to 18 cm. In these patterns there is a better market for the blue mottled or marbled effect, and solid colours—brown, blue and green—than on the plain bowl.

Another "foot" pattern is the basin shown in illustration No. 8. This is fairly popular and lends itself to the marbled effect and solid colours. The inside must, however, be white. The two best selling sizes are 13-inch and 18-inch.

The best selling pattern in tea pots is shown in No. 9. The all white, with the blue border, and the marble effect and solid colours are sold in tea pots, and there is a sale for the floral designs. The best selling sizes are the $1\frac{3}{4}$, $2\frac{3}{4}$ and $3\frac{1}{2}$ pints.

The bordered effects shown on illustrations Nos. 10 and 11 are in some districts fairly good selling lines. They may be in any of several colours, and are always on a white ground work.

The bucket, with foot, as shown in illustration No. 12 is a good selling line. The sizes in most request are in 10, 11, 12 and 13 inches. There is also a market for the bucket with a cover. There is a good sale for a bucket without foot.

The chamber as illustrated under No. 13, and one with somewhat straighter lines but curved top, are the best selling patterns. Chambers are sold by the thousands. They are used by the native for many purposes and are always in evidence in or outside their tents or houses, and when on trek by land or as deck passengers in steamships are attached to the outside of head loads or chop boxes. They are stocked from 18 cm. to 30 cm. The best selling sizes are 10 and 12 inches.

GRANITE ENAMELWARE

In the granite enamelware for cooking purposes, there is a very large sale. Some of the best patterns are shown in the illustrations. The double saucepan shown as No. 14 is a good seller in West Africa. This is a seamed saucepan, and is imported with a tin cover. Several sizes are sold, but 6 by 6 is most in demand. The usual shipment is in cases of 3 dozen.

The plain, tin cover saucepan, illustrated under No. 15, is a good selling line. It is sometimes stocked from 2 to 12 quarts. The 2, 3, 4, and 6 quarts are the best sellers. Size 4 quarts measures $7\frac{3}{4}$ by $4\frac{1}{2}$ inches.

The same pattern in saucepans as No. 15 is illustrated as No. 16. This is sometimes called "kettle" pattern. This style of handle is much more popular than the straight hollow handle. This line is a big seller. There are more of the larger sizes

sold in this number than in No. 15. Sizes 4, 6, 8 and 10 quarts are good sellers. Sizes 6 and 8 quarts are the best. This line has a tin cover.

The convex-shaped pot, also known as a "kettle," illustrated under No. 17, is in good demand. This pot is without seams and has a tin cover. It is sold in three sizes—12, 16 and 20 quarts. The measurement of the 16-quart size is $11\frac{1}{2}$ by $8\frac{1}{2}$ inches.

There is a good sale for a granite oval dish pan, seamless, with handles as illustrated under No. 18. Size $18\frac{1}{2}$ by $14\frac{1}{2}$ by $4\frac{1}{2}$ inches. The larger sizes are the sellers. These are usually imported cased in one or two dozen lots.

In the graniteware kettles, illustration No. 19—a seamed kettle—shows a good selling line. The covers on these kettles are usually enamelled. They are stocked in 2, 3, 4, 5, 7 and 8 quarts. Sizes 2 to 5 quarts are the best sellers. The sizes, 3, 4 and 5 quarts are $8\frac{1}{8}$ inches, $8\frac{3}{4}$ inches and $9\frac{1}{2}$ inches. They are usually packed in cartons of one dozen and cased according to order.

There are two patterns of coffee pots sold on the West African Coast. These are shown as illustrations Nos. 20 and 21. Both are ordered with either tin or enamel covers. They are stocked by some firms in 1, $1\frac{1}{2}$, 2, 3 and 4 quarts. The sizes $1\frac{1}{2}$, 2 and 3 quarts are the best selling sizes.

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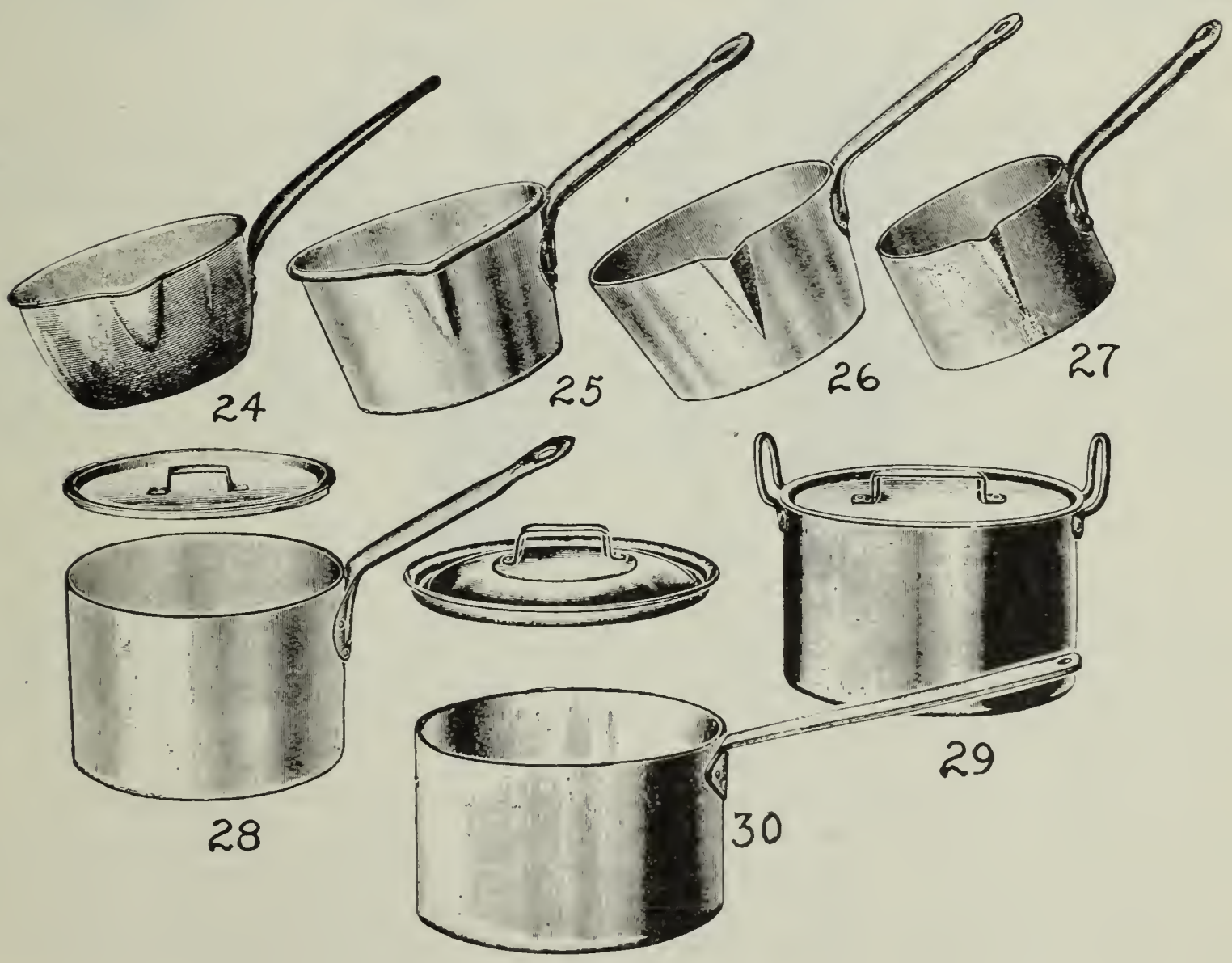
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Another good selling line in granite cooking ware is a soup stockpot with heavy re-tinned cover, as shown in illustration No. 22. These are sold in 3¾, 4¾, 6 and 9 gallon sizes. The 6-gallon size measures 13 by 12½ inches.

A granite chamber pail, in sizes 10 and 12 quarts, seamed, with enamel cover as shown in illustration No. 23, is a fair seller. These are usually packed in half-dozen cartons.

ALUMINIUM WARE

There is a fair sale for polished aluminium ware, in saucepans, stewpots and stewpans.

A good selling aluminium ware saucepan is shown in illustration No. 24, and is sold in 5¼, 5¾ and 6¼-inch sizes. Another type of light quality is shown in illustration No. 25. This pattern and quality is stocked in sizes 4½, 5, 5½, 6 and 7-inch sizes. Somewhat similar to the No. 25 saucepan, but of stronger quality, is shown in illustration No. 26. This is stocked in 5, 6, and 7-inch sizes.

The pattern shown in illustration No. 27 is known as a milk boiler. The 4-inch size which is imported is of a light-weight quality. There is also an import of a stronger quality in sizes 5, 6, and 7-inch.

A stewpot, with side handles, as shown in illustration No. 28, is a fair seller. It is usually stocked in the 7 and 8-inch sizes.

A stewpan, with and without covers, as shown in illustration No. 29, is carried in the light and strong qualities of this ware. The light quality has a slight mouthpiece and is stocked in sizes 5, 6, 7 and 8-inch. The stronger quality is exactly the shape of the illustration, and is usually stocked in 6¼ and 8-inch sizes. There is some import of 4¾, 5½, 7⅛ and 9-inch.

There is a considerable import of a heavy tinned steel, deep stewpan, and cover, as shown in illustration No. 30. The sizes stocked are 5, 6, 7 and 8-inch. These stewpans are seamless.

STEEL FRYING PANS

There is some sale for steel frying pans. The pattern illustrated under No. 31 has an inside polish, with iron handle. There is a sale for the same pan with a nickel handle. The sizes stocked are usually from 18 to 28 cm. Some importers stock this in larger sizes.

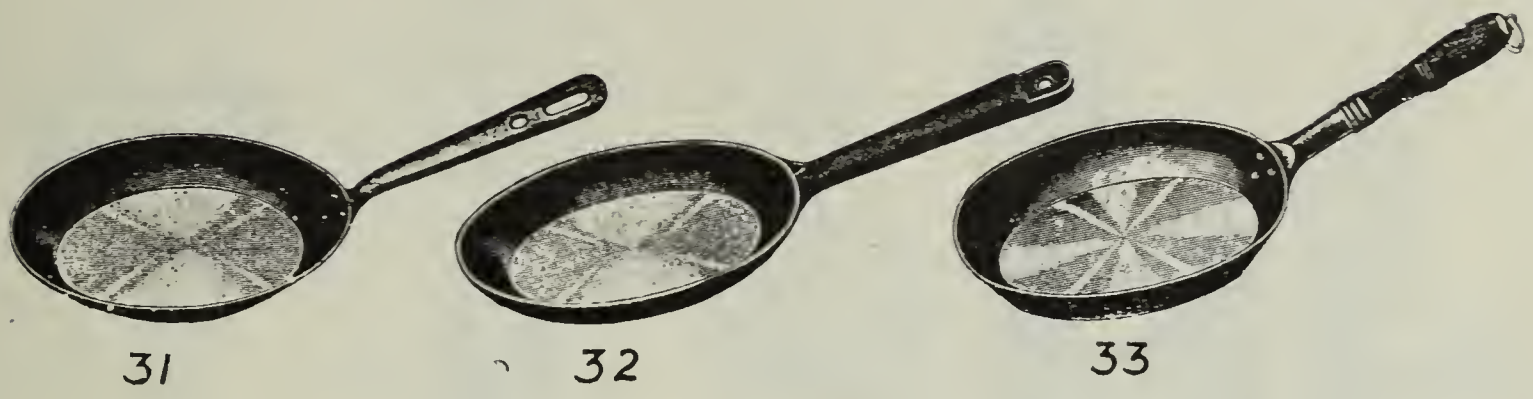
The pattern shown as No. 32 has a tubular iron handle, and is sometimes stocked with a tubular nickel handle. The inside is polished finish.

There is some sale for the pan illustrated as No. 33. This is sold in three styles, the black pan with polished wooden handle; the polished interior finish with wooden handle; and (a small sale) the same article with a polished wooden handle, nickel socket. The sizes are usually 20 to 32 c.m.

GALVANIZED BUCKETS

Galvanized water and stock pails, as illustrated in group No. 34, are all sellers. The lines shown as 34 A, and 34 B, do not pack for export as well as the pattern shown as 34 C, and 34 D. They are imported in two weights, heavy and extra heavy. They are usually stocked in the 14-inch size, although there is some import of the 10-inch, 12-inch, 16-inch, 18-inch, and sometimes 20-inch sizes.

One of the best selling lines is a plain galvanized bucket. The demand is for a strong, durable, seamed sided bucket, and the bucket shown as illustration No. 35, with pressed ears, fluted vails and wired bottom, is a good selling line. Something in a standard design and which will pack to advantage, as shown in illustration No. 36, is sure to find a good market. These are imported in different districts in different sizes. The standard sizes are 11, 12, 13 and 14-inch diameter of top.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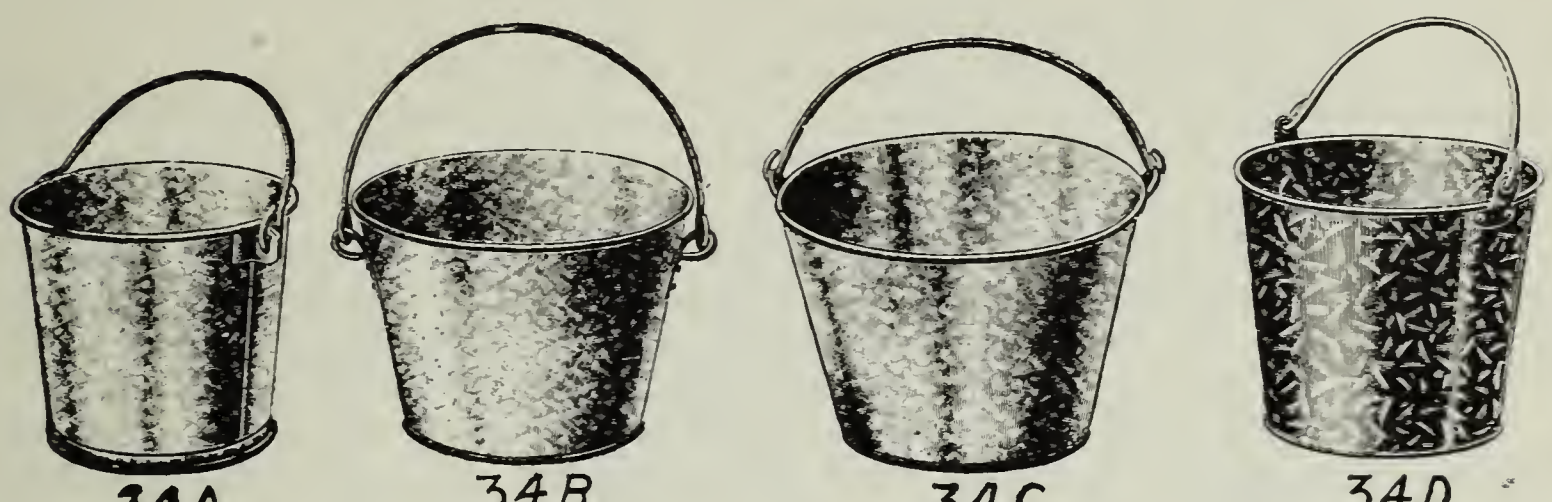
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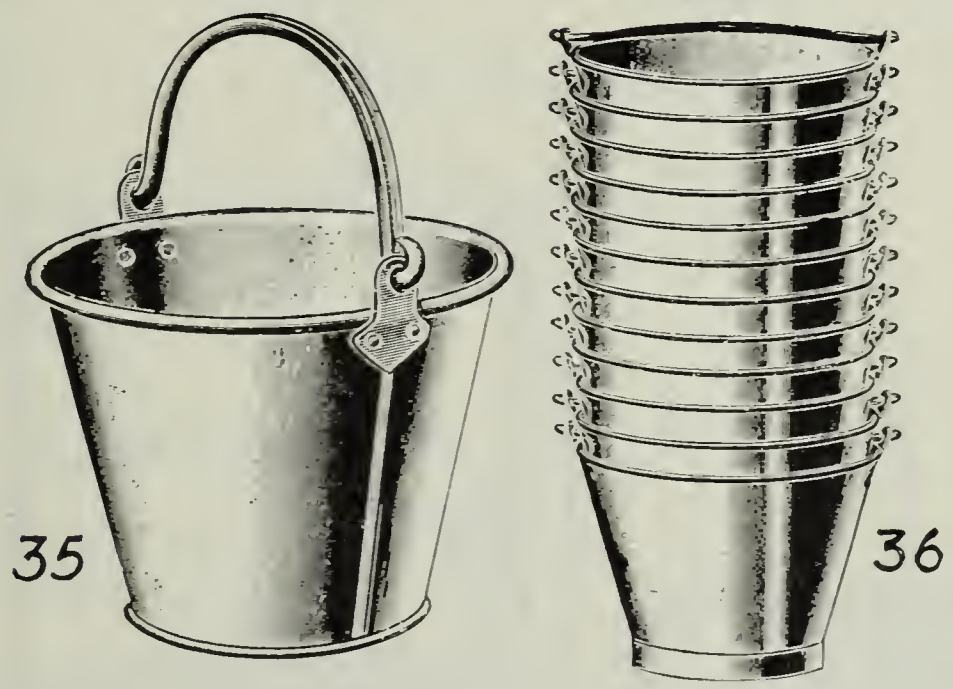
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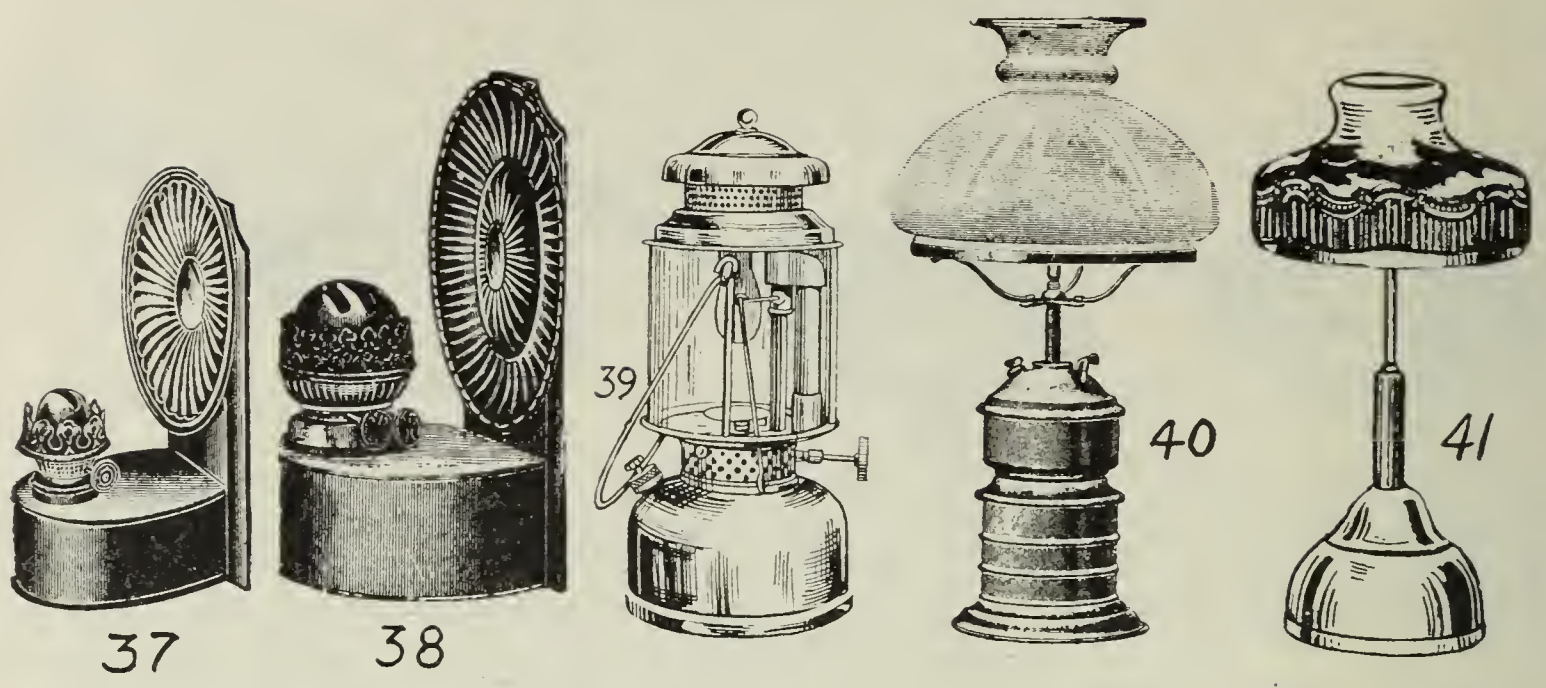
LANTERNS AND LAMPS



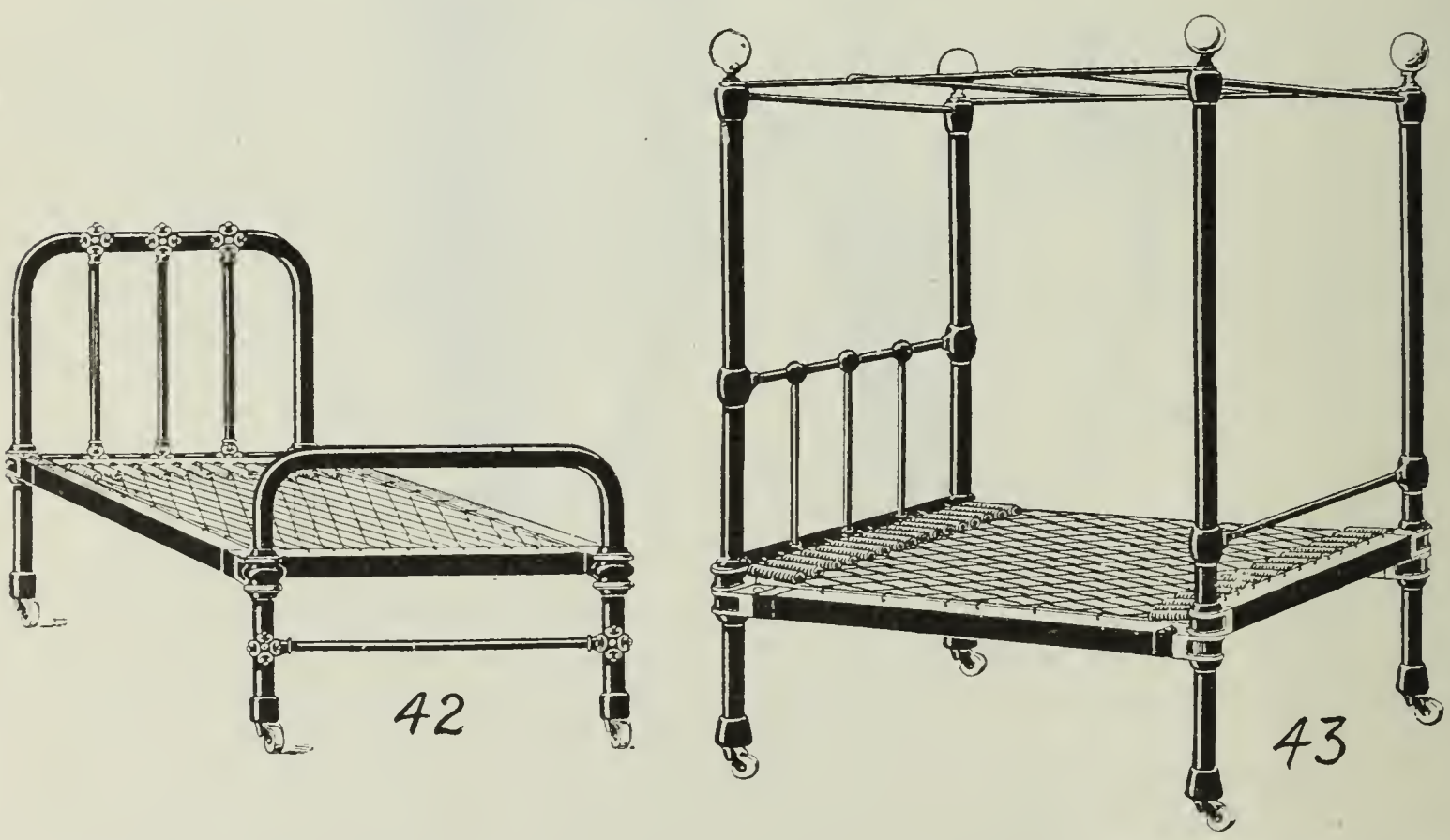
In addition to lanterns, particulars of which have already been noted, there is a big sale of coal oil lamps, known as "well," or "wall" lamps.

The lamps illustrated under the numbers 37 and 38 give a fair idea of the type of metal lamp used in West Africa. There is a very good sale for this type of lamp or something similar. The smaller lamp is sold in two-size burners, ¾-inch and 1-inch. The larger illustration is for a duplex burner.

There is a very good demand for acetylene lamps. The lantern type illustrated under No. 39 is a fairly popular lamp. Canadian manufacturers producing any acetylene lantern that would replace this style, should try the West African market. There is a great tendency towards the use of acetylene lamps of all kinds.

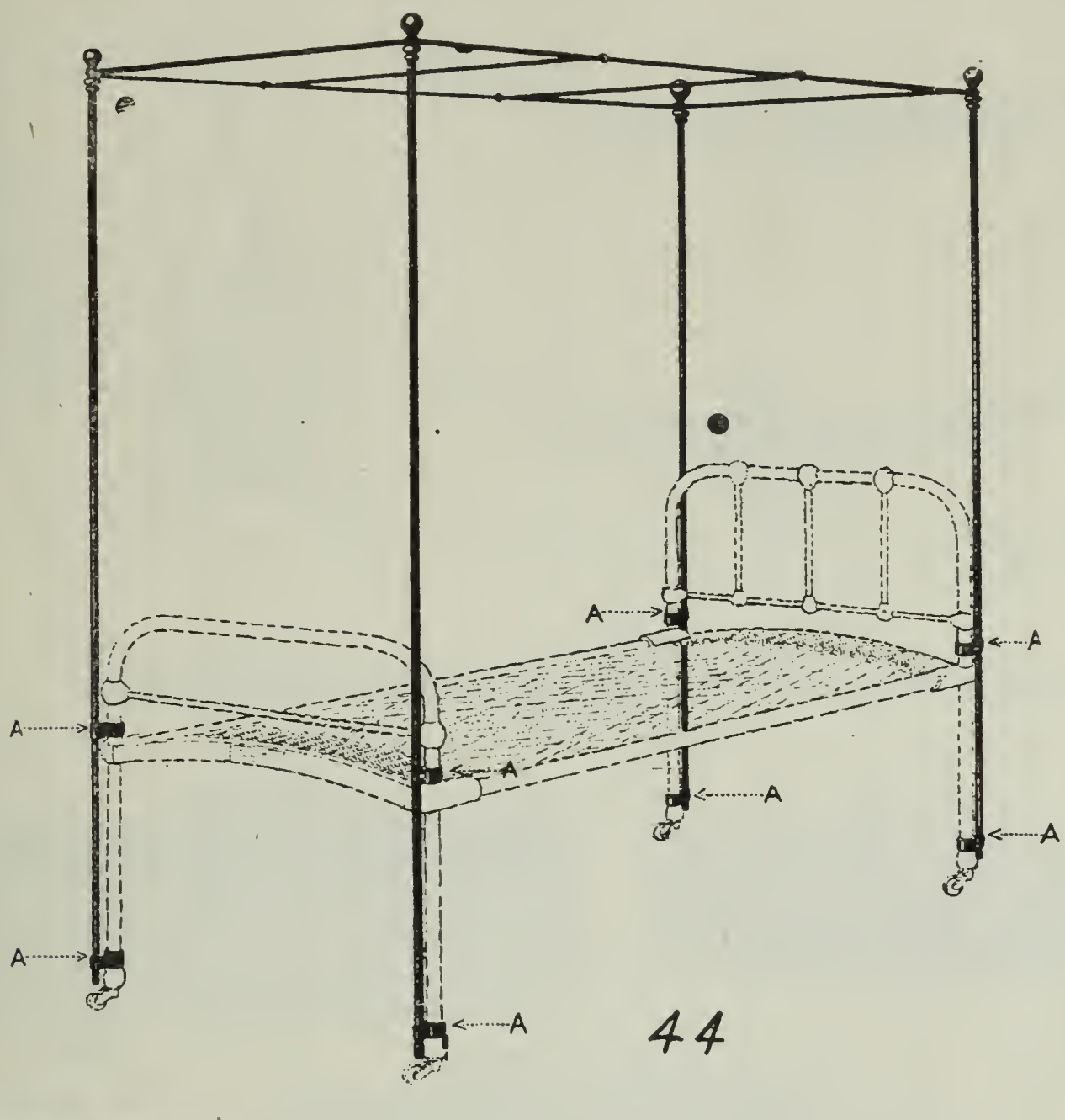
For household purposes, there is a good demand for a serviceable household acetylene table lamp. The lamps illustrated under Nos. 40 and 41, will give some idea of the type which is in demand.

IRON AND BRASS BEDSTEADS



The wire bedstead import is one of some volume, and which has large possibilities. The bed that will sell best is a combination three-piece bedstead—that is, the head end, foot end, and spring with metal frame.

Illustration No. 42 gives a clear idea of the kind of bed. This is an all-iron bedstead. The patterns may vary, some manufacturers specialising on galvanised springs and others on coppered and lacquered spring mesh, to prevent rusting. The bed shown as No. 42, is imported in sizes 6 feet by 6 inches by 2 feet 6 inches, 3 feet and 3 feet 6 inches. On account of the very general use of mosquito nets, there is a



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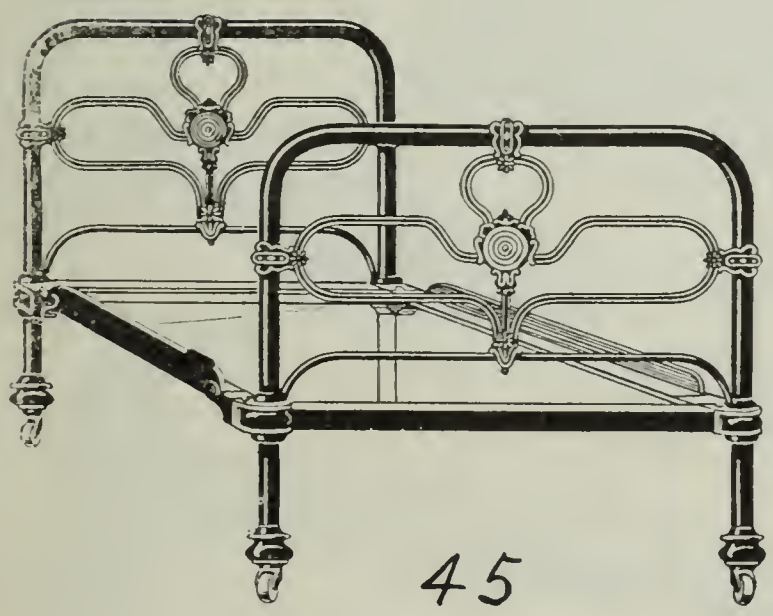

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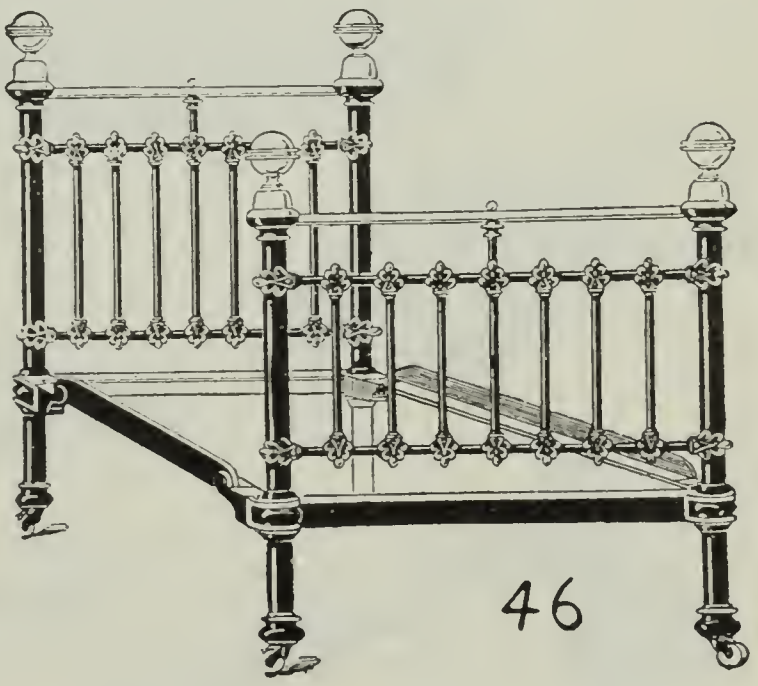

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growing demand for a bed 7 feet long, as it is claimed that this serves as a great protection to the net. In height, these single beds are found satisfactory, at a rise of 20 inches from floor, with a 16-inch to top for the head end, and for the foot end a rise of 6 inches.

The bed shown in illustration No. 43, is in big demand. All Europeans use the mosquito netting and many natives are learning its value. This type of bed, if offered in 7 foot lengths, would create a good market. The pillars are 6 feet 6 inches from the floor to the curtain rod.

Some manufacturers offer detachable net attachments, such as shown in illustration No. 44. These are made ½-inch and ¾-inch uprights. Any such attachment must be made to fit the manufacture of special sizes or the standard size beds.

There is a sale, of course, for a more fancy bed, with brass ornaments. The illustrations Numbers 45 and 46 are for the purpose of showing some of the designs which are imported for this class of trade. No attention need be paid to the inverted sides, which are a specialty of one English manufacturer. These fancy beds are often finished in green or brown, as well as the japanned black. In illustration No. 46 the fancy pattern in head and foot pieces is brass, and in No. 45 the top rods and tops are brass. Many of the double beds are imported, 4 feet and 4 feet 6 inches.

There is some import in the fancy beds, in the four-poster with rods for mosquito nets. Some of these are very fancy designs, such as Persian patterns enamelled in reds, greens, yellows, etc., in one pattern on the posts and end pieces. The sale is limited.

There is a limited import of round and square tube all-brass bedsteads. These are usually different in upright size of end pieces. The most standard size in these is, height of head end 55 inches, and foot end, 44 inches.

MINING TOOLS

The illustrations Nos. 48 and 49 are for the purpose of showing the pattern of shovels used in the gold mines in West Africa. The pattern shown in illustration No. 48 is the one in more general use, and there is only a limited import of the shovel shown as No. 49. Details as to these imports are shown in the review of imports, page 67.

In pickaxes, the largest import is on patterns shown in illustration No. 50. There is a fair import of the pickaxes shown as No. 51, and some import of No. 52.

The crowbar, with claw, all cast steel, as shown in illustration No. 53, is the one in general use. The import is not in big quantity.

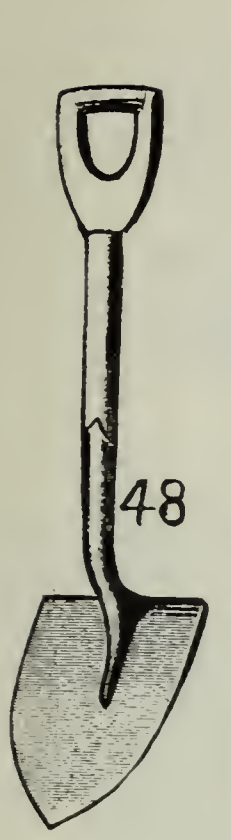
The mines import in fair quantity a hammer as shown in illustration No. 54. There are three sizes imported—4, 6 and 8 pounds. There is also an import of a similar hammer, bevelled edge in 4-pound size. There is fair import of the pattern shown in illustration No. 55. The quarry hammer shown as No. 56 is imported in sizes 12 and 14-pounds. In riveting hammers, the pattern shown in No. 57 is the one universally used. Another Coast steel hammer, known as Engineers' "round pin," shown as No. 58, is imported in fair quantity. The pattern known as "head" hammer, shown in illustration No. 59, is also imported in fair quantities.

Quotations confined to patterns as illustrated will, with the exception of small quantities in other patterns, cover the general demand in hammers of this type.

For the ordinary carpenter hammer, the claw hammer and handle as shown in illustration No. 60 is the best seller. This is a general line of import, and is usually stocked in four sizes.

In hatchets there is a very good import, and of several styles. The best selling pattern of hatchet and handle is shown in illustration No. 61. It is usually imported in the bright and blued finish, and in three sizes.

Particulars regarding axes have already been submitted. The best selling pattern is shown as No. 62.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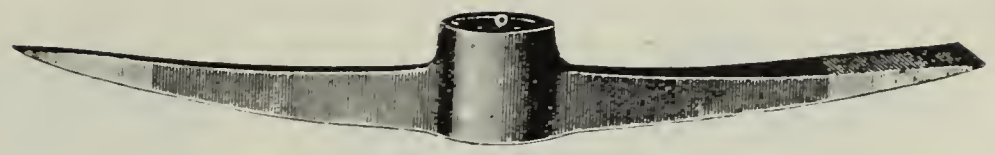
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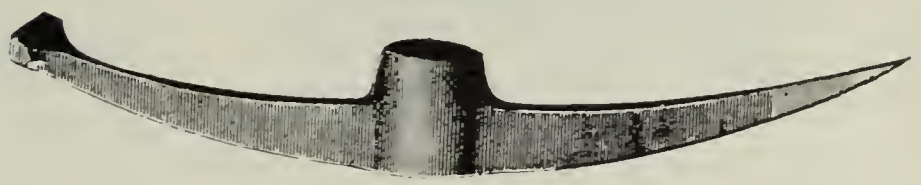
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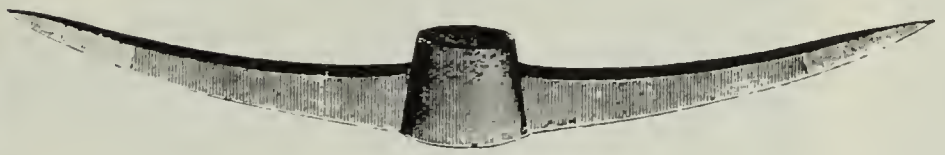
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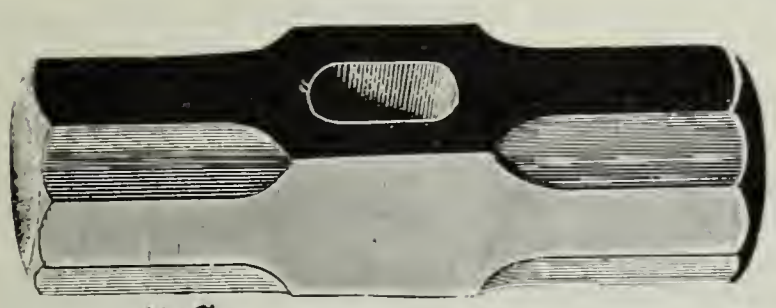
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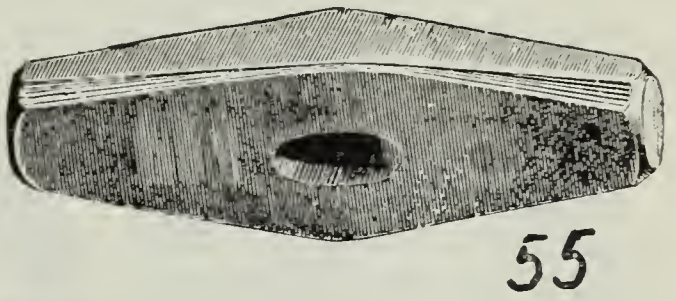
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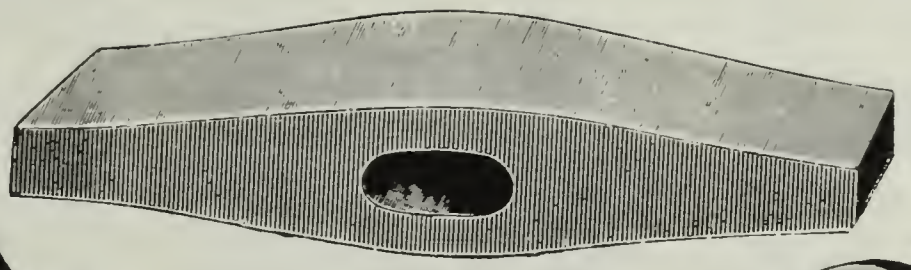
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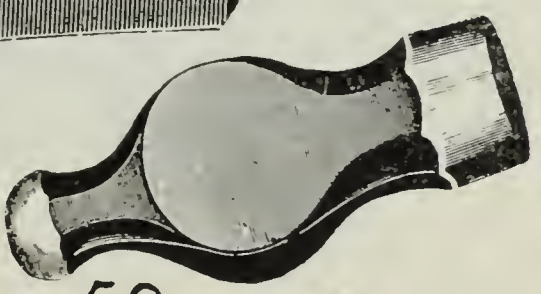
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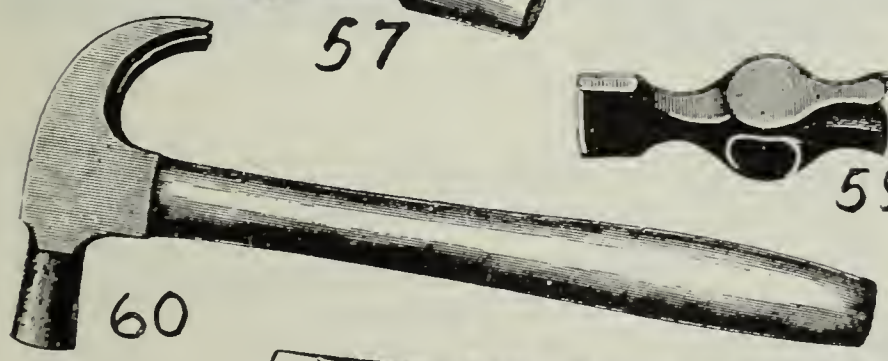
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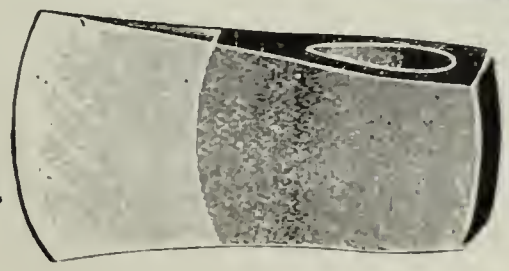
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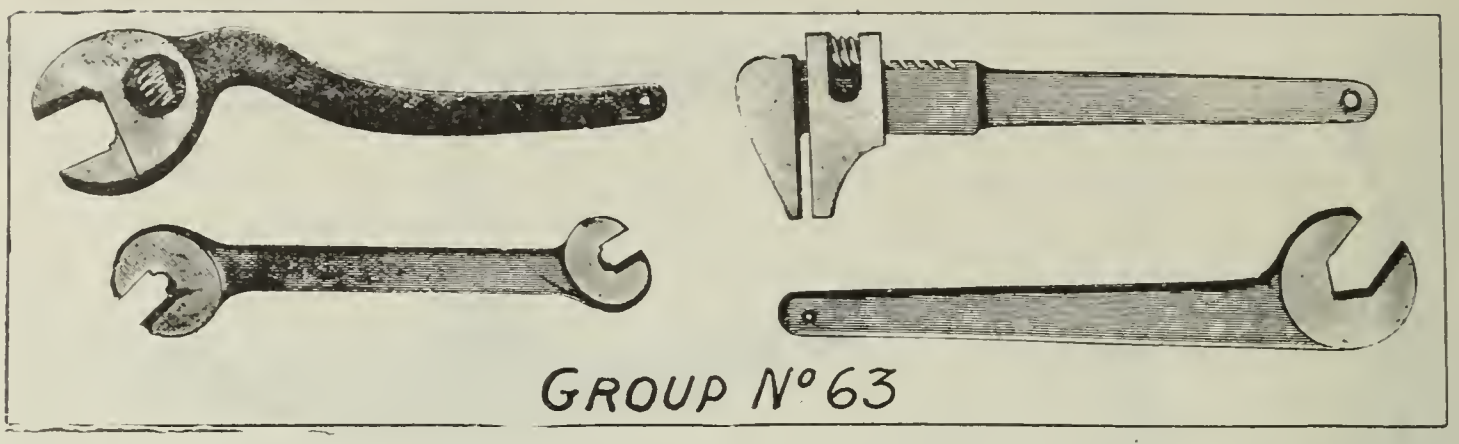
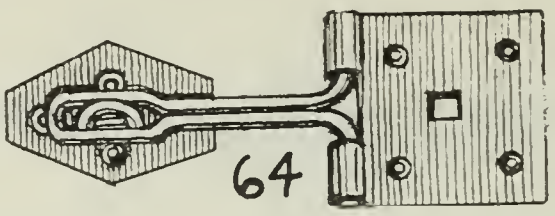
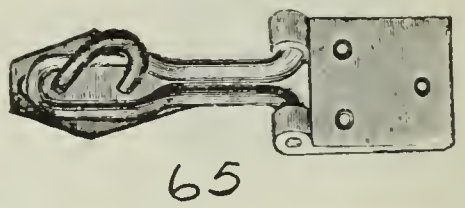


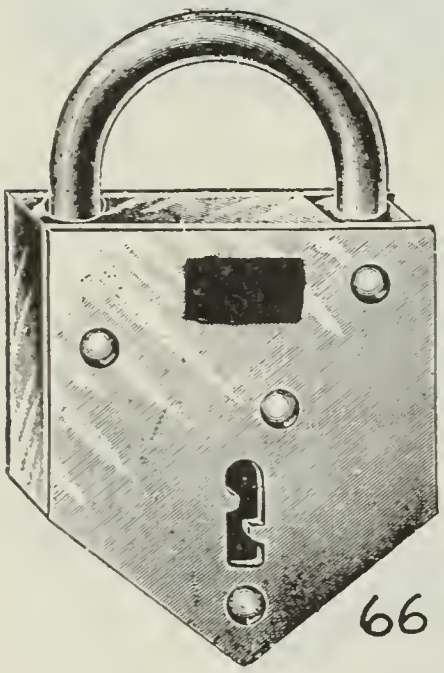
In spanners and wrenches, the four best selling lines are shown in illustrations under Group No. 63. They are sold in all sizes. The "Clyburn" pattern is of course a big seller.

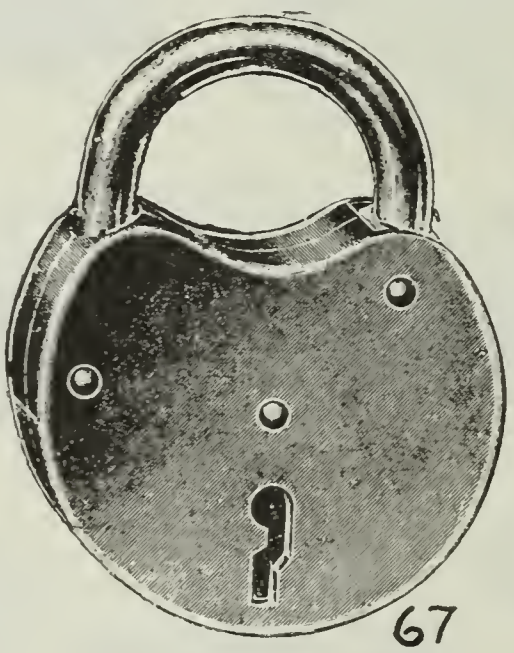


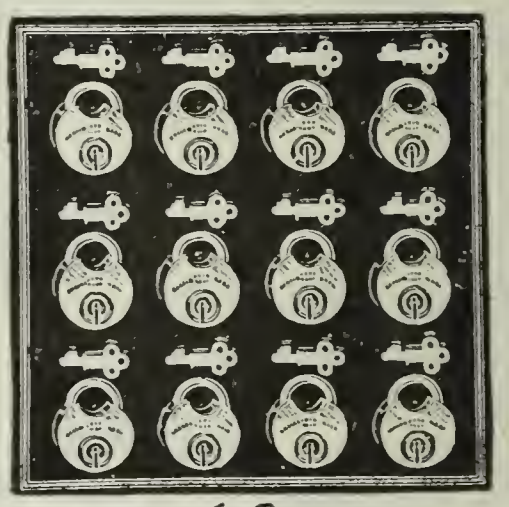


Hasps and staples are sold in big numbers. The smaller sizes are used for many purposes other than the usual door requirements. They are stocked in all sizes from 3-inch, 3½-inch, 4-inch, 4½-inch, 5-inch, 6-inch and 7-inch over all. The demand for galvanized finish is large; there is also a good sale for the japanned and bright finish. There is a small sale for electro-finish in small sizes.

Hasps and staples are usually packed 1 dozen to a cardboard box. The sale price is usually quoted by the gross. The patterns shown in illustrations Nos. 64 and 65, are suitable for the West African market.



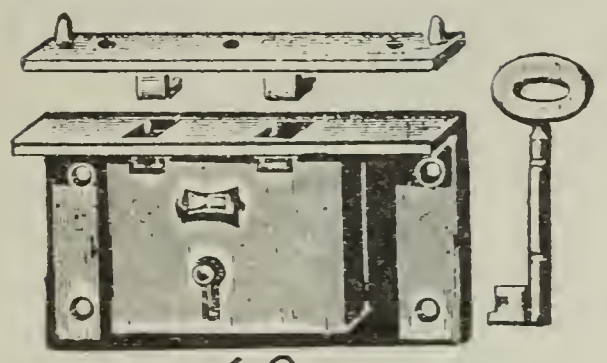




Automatic spring padlocks are imported in large quantity. There is a good sale for the self-locker. The iron gray or black japanned finish is popular. The prices are usually quoted in dozens, but the supply is nearly always in gross. There is a big sale in the small sizes, although all sizes are stocked.

Two popular patterns are shown in illustrations Nos. 66 and 67. There is a sale for iron padlocks. Some lines are supplied with two keys, others only one.

There is a sale for padlocks fastened to cards. The card packing lends itself to the polished brass padlock in the smaller sizes; an illustration of this packing is shown under No. 68. This card shows one pattern only, but there are many kinds sold. It is not essential that the keys be made with fancy bows as shown; plain will do.



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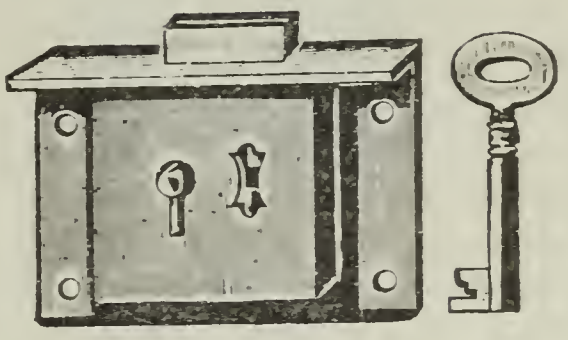

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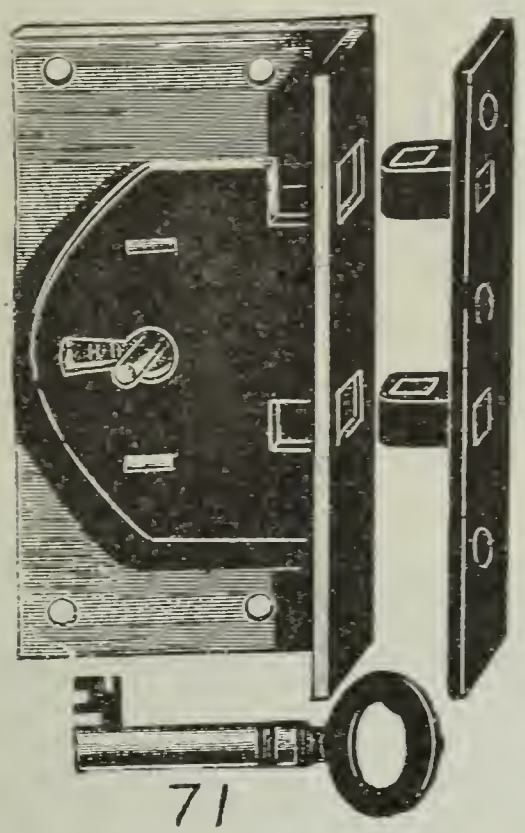
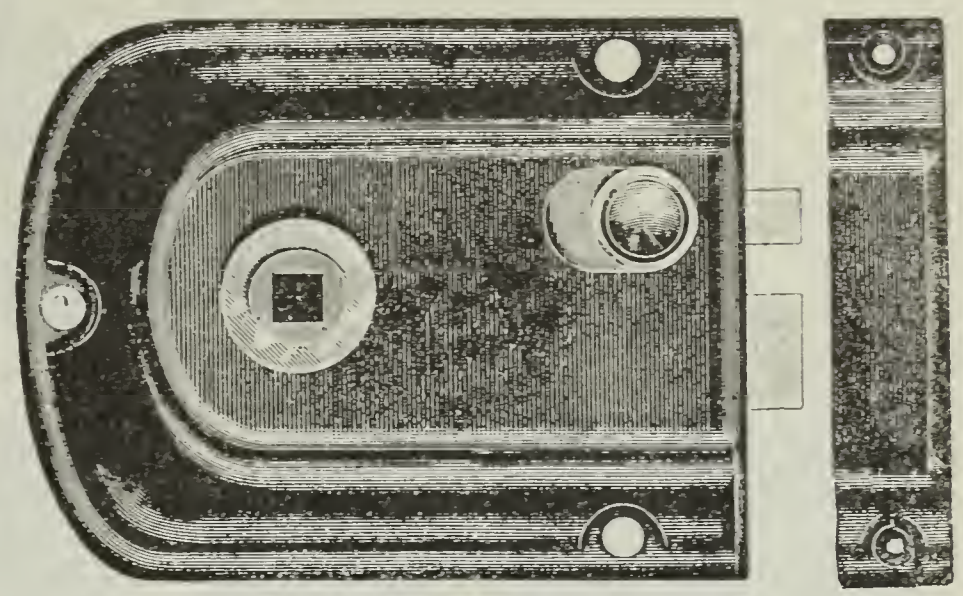


71



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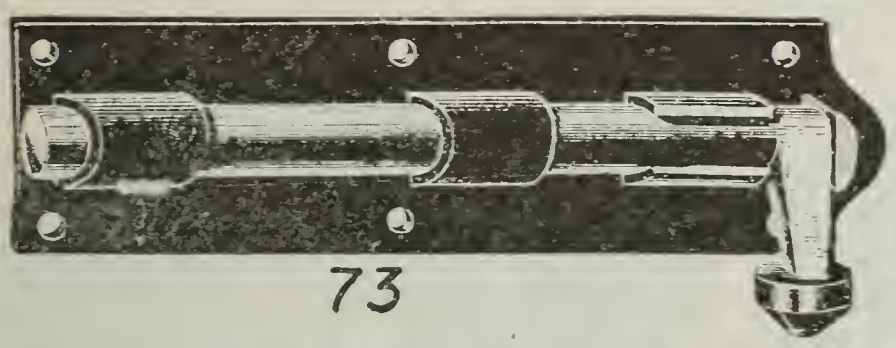

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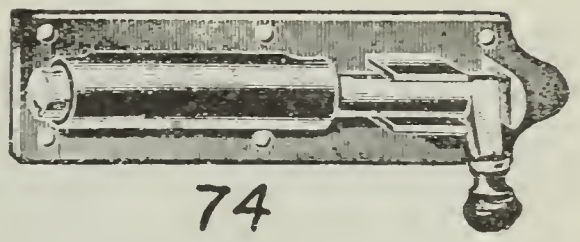

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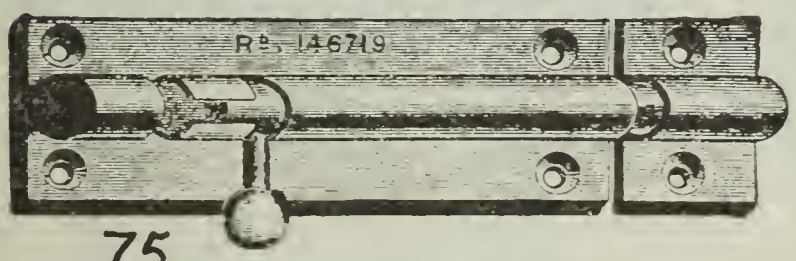

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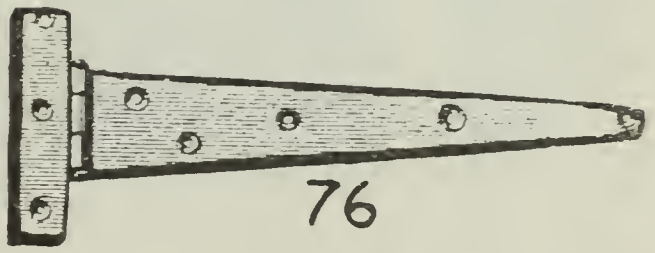

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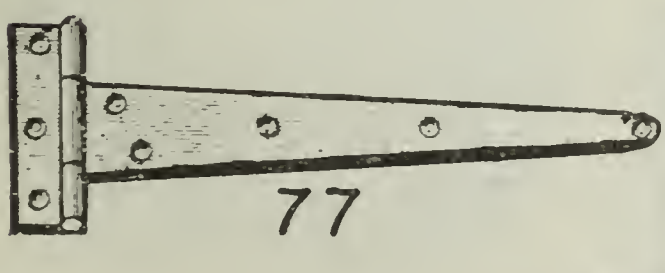

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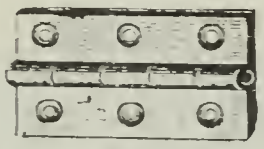

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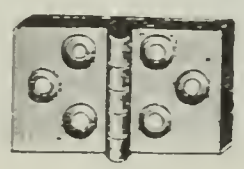

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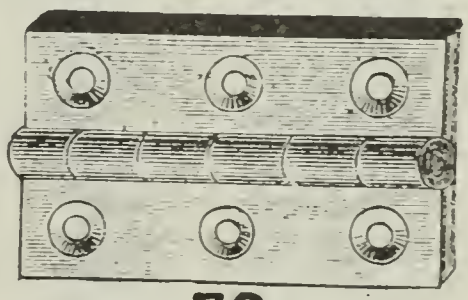


79

There is a good sale for all kinds of till locks, box locks and cupboard or furniture locks. A stamped brass plate lever lock, suitable for boxes, is a good seller. Illustration No. 69 shows a type of lock which sells well. They are usually stocked in 1½-inch, 2-inch, 2½-inch, and 3-inch sizes.

The lock shown in illustration No. 70, is a cupboard lock. The key hole is cut two ways so as to be suitable for a cupboard or drawer. These locks are often supplied with three or more keys. The prices are nearly always quoted by the gross. They are stocked in 1½-inch, 2-inch, 2½-inch and 2¾-inch size. There is also a good import of a similar lock a little lighter in construction, in one size only, 2½-inch.

Another style of chest lock sold in fair quantity is shown in illustration No. 71. This is a light-finished iron lock, with riveted cap and two brass wheels. The sizes stocked are 3-inch, 3½-inch and 4-inch.

A latch lock, known as a "rim latch," is sold in fair numbers. Illustration No. 72 is the usual stock size, 4½ inches. The case is fancy steel finish. The bolts and flush slide are brass. It is always sold complete with screws.

The best selling bolt for general use is the "tower bolt," shown in illustration No. 73. It is a heavy made bolt and solid end and black japanned finish. There is also a good sale for a similar bolt galvanized. Departments specializing in hardware stock all sizes from 3 inches to 10 inches and a 12-inch bolt. There is also a sale for the barrel bolt, as shown in No. 74. Stocked in the same sizes.

Another bolt finding a good sale is the brass socket bolt, with iron shoot. These are stocked in two widths, ⅞-inch and 1⅛-inch, in sizes 2 inches, 2½ inches, 3 inches, 4 inches, 5 inches and 6 inches. There is some stock carried in a width 1¼-inch in sizes 3½ inches, 4 inches, 5 inches and 6 inches. This type of bolt is shown in illustration No. 75. In addition, there is imported into West Africa a brass knob cupboard bolt, some straight and some necked.

There is a small import of all brass bolts, usually in three sizes only, 3 inches, 3½ inches and 4 inches. There is a limited import of a strong square spring bolt, sold in several widths from ½-inch to 1-inch, and of course in all lengths.

Tee hinges in the extra light pattern, as shown in illustration No. 76, are sold in both black japanned and galvanized finish. These are seldom stocked above a 14-inch size. They are sold in sizes 4, 6, 8, 10, 12 and 14 inches.

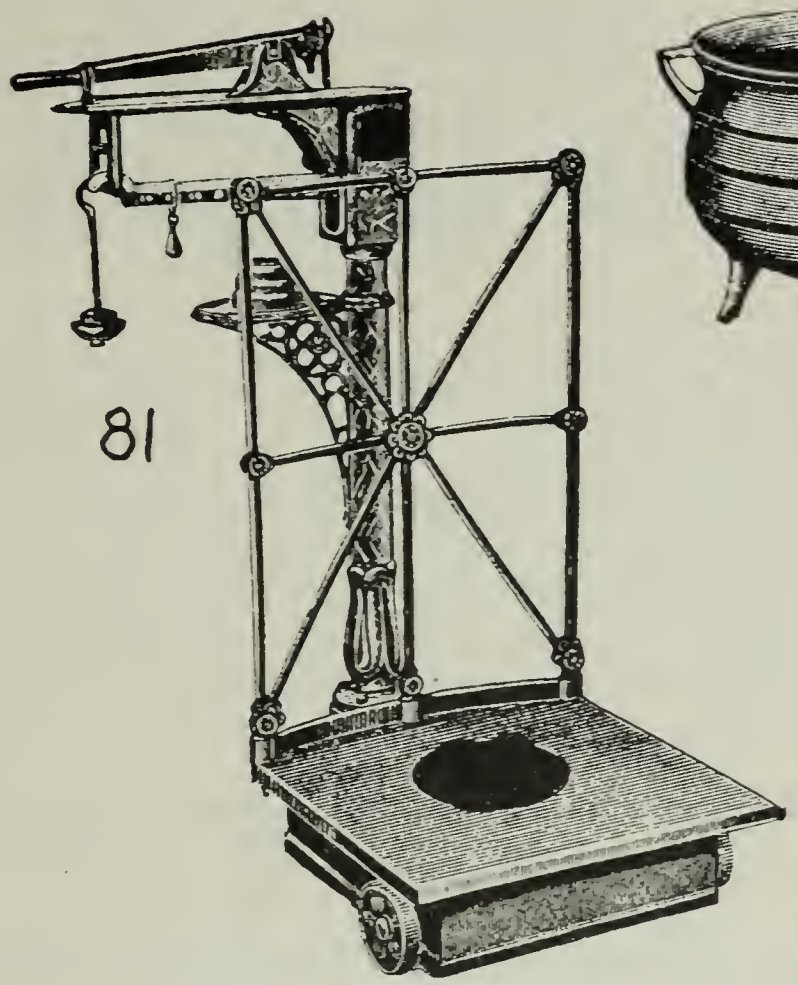
The Scotch T patterns of the heavier make are as shown in illustration No. 77. These are stocked from 6 to 24 inches, rising 2 inches. Japanned are sold, but more of the galvanized. There is also a considerable sale of the plain iron T hinge.

There is a big sale for butt hinges in the bright finish, and in the electro-brassed finish. The latter are usually stocked in sizes 1½ inches, 2 inches, 2½ inches and 3 inches. The iron bright finish are stocked in sizes 1 to 5 inches, rising in ½-inch and size 6 inches.

The cranked pattern hinge is shown in illustration No. 78, and the lock joint hinge in illustration No. 79. The latter pattern is also sold in the all-brass hinge. This is stocked in sizes 1 by ½-inch, 2 by 1-inch, 2½ by 1¼-inch, and 3 by 1½-inch. The bright rolled steel back-flap hinge is illustrated in No. 80. The sizes are from 1 to 2½ inches, rising ¼-inch and the 3-inch size.

Illustration No. 81 shows the type of platform weighing machines used in West Africa. Practically all the weighing is in bulky sacks, and a wide back rail and moving platform is required. There are, of course, many other patterns on the market. The portable scale is the big seller. It must be strong; all the larger sizes are mounted on four wheels. It is only the small sizes that have the two wheels.

Native iron pots are imported in big quantities. Some districts insist on a pot without legs; but the big sale is for legs, as shown in illustration No. 82. The price is usually quoted by the cwt. (112 pounds). They are imported in all sizes, from a quarter-gallon up. Some come without covers, some with flat covers, and some with raised covers.



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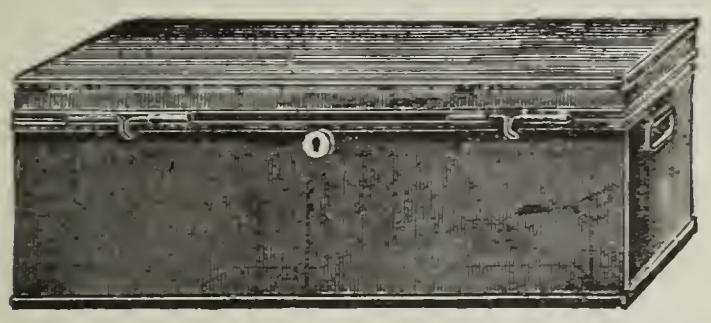

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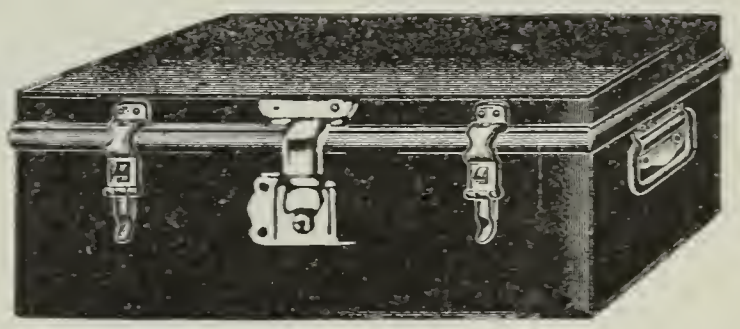

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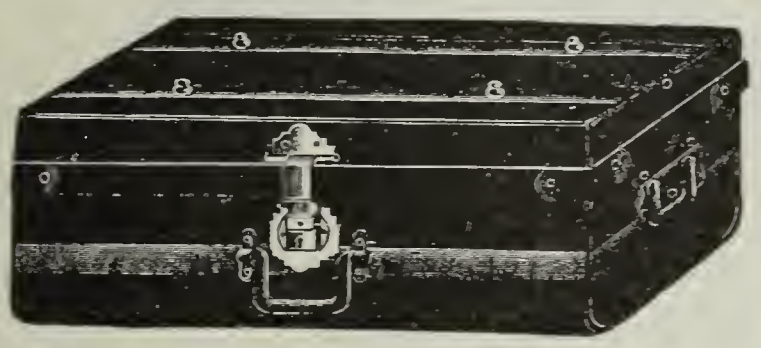

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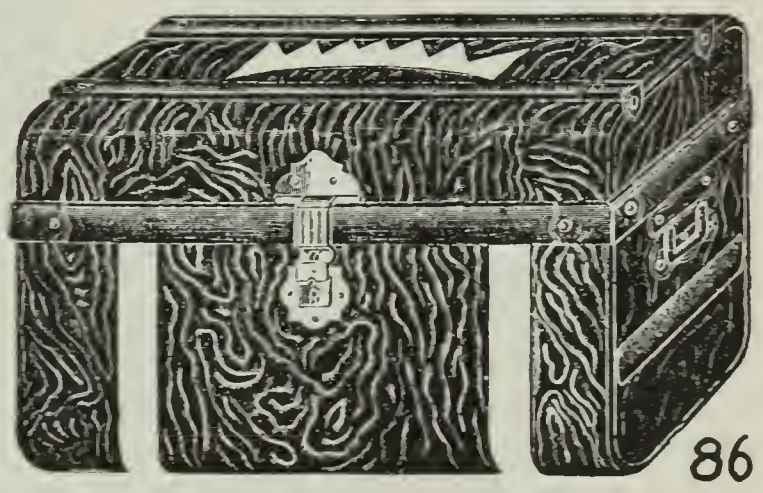

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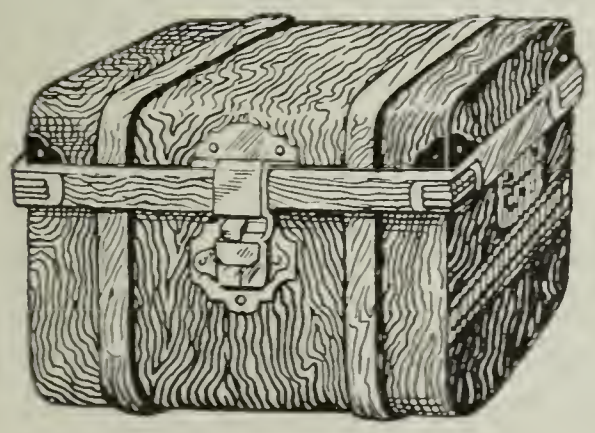


87

88

89

Steel sheet trunks are the only trunks which have any length of life in West Africa, and they are imported in big quantities. They, of course, vary considerably in design and quality. The high-class trunk, plain inside, lock-trunk, as illustrated in No. 83, is a big seller. There is also a sale for the pattern shown as illustration No. 84. This trunk, as will be noted, has special clips, which bind the lid closely on to the body of the trunk.

Another good selling pattern is shown in illustration No. 85. It is sold in all sizes from 14 to 30 inches, rising 2 inches. In the better grades they are sold in sizes 24 to 36 inches, rising 3 inches. There is some sale for a 21-inch. The standard measurements for a 30-inch trunk are 30 by 17½ by 10 inches. They are usually finished in japanned black. or dark olive green, and sometimes in a nut mottled pattern.

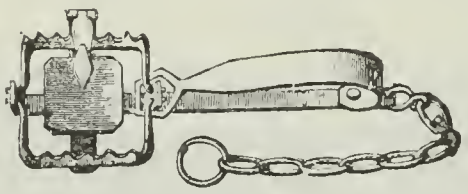
The pattern illustrated in No. 86 is a favourite trunk with the natives. This is a cheap line compared with the other lines illustrated. It is stocked from 14 to 30-inch, rising 2-inches. The finish is usually japanned oak or mahogany, or colours. What appears as a white stripe in the illustration must be gold bands. The lid must have the two moulds as illustrated, and the pattern is a rising sun which must be in gold.

The trunk shown in illustration No. 87 is another good selling pattern for the native trade. The body is printed in two bright fancy colours, and the bands are gold. The lock must be brass.

There is a very big sale of oval bonnet boxes. In the pattern shown in illustration No. 88, they are stocked from 10 to 18-inch rising 2-inch. The finish is sometimes assorted colours—oak, black, Olive green, and all japanned. Locks are sometimes quoted with the box. The band effect is nearly always finished in gold.

Illustration No. 89 is for a lighter weight box. The sale for this pattern is not as good as for No. 88. These are sometimes stocked in the larger sizes up to 24-inch.

ANIMAL OR VERMIN TRAPS



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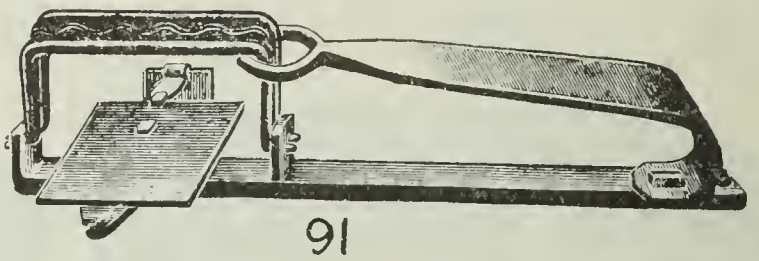


91

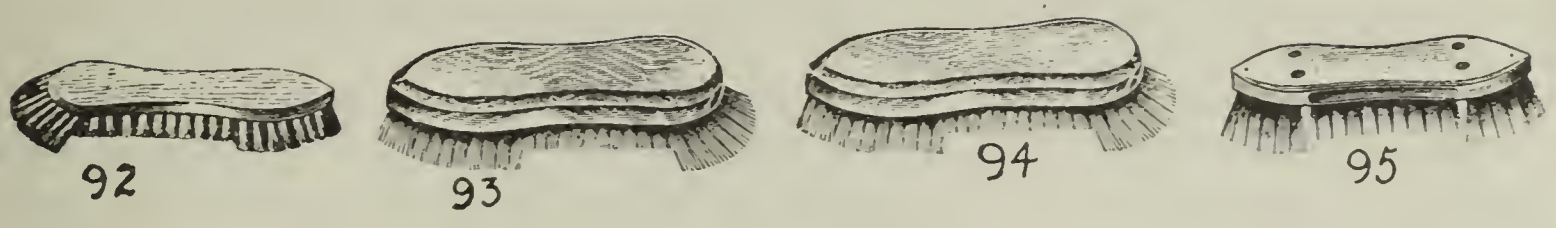
There is a big import of animal traps into West Africa. This square jaw trap is the best seller, but there is some sale for the round jaw trap.

All traps are quoted to include the chain. The packing varies: some districts import in 25-dozen lots, but the greater is in 50-dozen lots, packed in very strong cases. Each trap is marked with its size. All sizes are stocked and the following sizes are fairly standard:—

Size No.	0	1	2	3	4	5	6	7	8
Length over all..	9½	10	10½	11	11½	12½	13½	14½	15-inch
Length of jaws..	3¼	3½	3¾	4	4½	5	5½	5¾	6-inch

The 4, 5 and 6-inch jaws sizes are the the largest sellers, but all sizes are stocked. The traps should be well oiled before shipping. In some districts traps with teeth are forbidden. The pegs for trap 12-inch sizes are included in the quotation for the trap. There is some sale for extra pegs and chains. Illustrations Nos. 90 and 91 show the type of trap in use.

BRUSHWARE

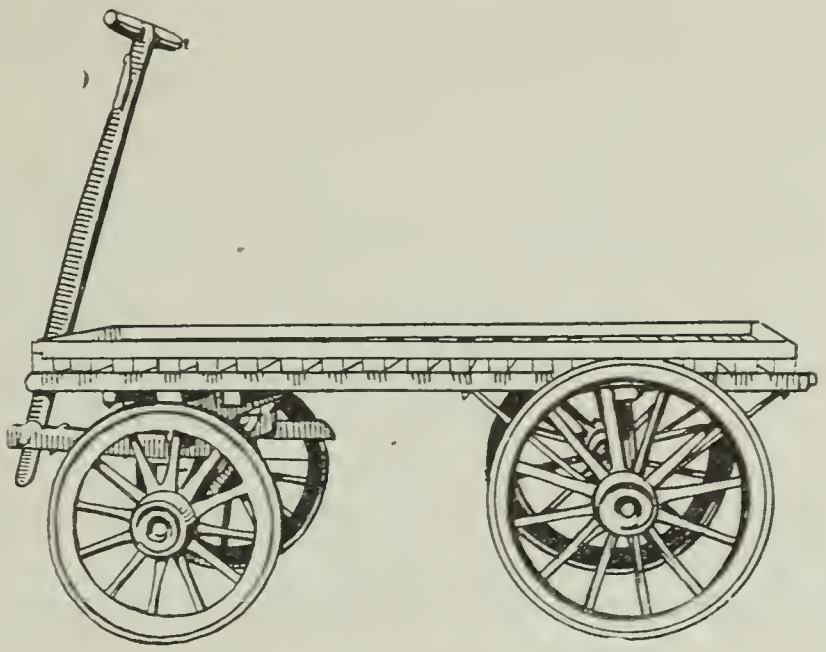


Enough has already been conveyed to inform exporters of paint brushware as to the requirements of West Africa.

The patterns imported in scrub brushes are limited to about four patterns, which are illustrated under Nos. 97, 98, 99 and 100. The import is mostly in what is termed a Union fibre, and the medium size. There is also an import of what is termed Bass and Bassim fibre. The prices are quoted by the dozen.

There is, of course, an import of nail, cloth and shoe brushes.

VEHICLES



With the exception of motor cars and lorries, the only vehicle imported into West Africa is a wagon for transporting merchandise in and about the Coast towns and cities by hand labour.

The type of wagon required is shown in illustration No. 101. This wagon is nearly always imported without the rim. The approximate measurements are: length 92 inches, width 6 inches, height 37 inches, wheels (front) 30 inches, rear 36 inches, width of tyre 3 inches, weighing about 780 pounds. They are built to carry a maximum load of 30 cwt. Prospective exporters should keep in mind the perfect seasoning required on account of use in a tropical climate.

These wagons are packed for export in the k.d.s. The type illustrated occupies in space for six wagons approximately 264 cubic feet, and weighs 2 tons 6 cwt.

How to Secure Business in West Africa

The first consideration as regards West African imports is not so much in respect to the general imports of these colonies, but more especially as to the lines on which Canada should have a competitive chance. For that reason no general tables of imports have been submitted. Details are given on all lines when it is considered that Canadian exporters have, or should have, a chance. To the manufacturers or shippers of any of these articles, who read this report, and who are convinced that they can meet the conditions required, it is essential that a firm resolution be made to follow up the first attempt. As already shown, the trade up to now is well worth while, and it will grow very much more. The indentors in West Africa are strong for trade with

Canada, not only in products which may be distinctively North American in origin but on any line in which Canada is competitive in price and may be depended on for prompt and regular shipments.

The necessity for a firm resolution is twofold: first, because it will require a continuity of endeavour for some time to secure business; and secondly, because so many Canadian manufacturers who are more than keen when business is dull in Canada, have the bad habit, when busy on home trade, of dropping all endeavours overseas, and often go so far as not to reply to correspondence.

Let those manufacturers or shippers consider for a moment what it means to the import merchant overseas who, in all confidence, has ordered certain goods, with the idea that approximately they will be delivered at about a certain time. That time arrives, no goods to hand and no communication to explain the reason; he may cable—and we have known cases where even these were not acknowledged. The result is that Canada as a whole receives a set-back as an exporting country.

In almost every effort to obtain an opening on the West African Coast, it will be necessary to send catalogues, price lists, labels and samples, when possible, to several centres in West Africa, with a letter of advice that similar information has been passed on to the parent house in England or France, and when sending the duplicate information to the parent house, it should be advised as to the centres in West Africa where these have been distributed.

There are a few of the leading firms doing business in West Africa who prefer to have the duplicate information sent on to headquarters in England, from which they will undertake to distribute to their several centres in West Africa. This suggestion should be followed, but on account of the conditions of doing business in West Africa, it is also advisable to send catalogues, labels and price lists to at least a few of the Coast distributing centres; but samples, when these are sent, should be shipped to the parent house only.

The buyers or agents of all firms in West Africa come to England once a year—in fact all Europeans must return, as a stay of eighteen months at one stretch is exceptional and not conducive to good health or (in the long run) to good work. During the agent's stay in England, he is in close touch with the home buying departments, and it would be advisable to have him familiarized with information on the exporting capabilities of any house that desires to take up this business. It is just possible also that the home buyer for some reason might make up his mind that a certain line could not find a market in West Africa, while, on the other hand, the man on the spot might have another opinion and be prepared to order at least a trial shipment.

Some Canadian firms, profiting by their experience in other fields, will perhaps be keen to send representatives to the West African Coast. As already explained in this report, representation on the West African Coast under certain conditions would indeed be of great value, but for success from this point of view, representation in England would be of much more value.

With some doubt, yet strong in the hope and faith that the lessons of the past six years may have had some effect on at least Canadian human nature, this opportunity is taken to suggest the necessity for a getting together on the part of Canadian exporters, for co-operation in representation. If some such arrangement could be made whereby every possible exporter could be represented in England, there is a great deal more than the West African business which could be canvassed, and canvassed successfully, on behalf of Canadian export trade. If it is not possible to organize in this way, so that all Canadian samples could be shown under the one roof, with say two or more representatives in charge, then, alternatively, it should be possible for kindred groups to arrange such representation.

There can be no question about the sale in West Africa of a good few of Canadian manufactured products, in good quantities, and in fair quantities on many lines,

with the chance of adding to both classes by persistent endeavour in other lines. Co-operative representation might be arranged by all members subscribing a certain fee, the same amount for any firm joining, and the amount to be determined by the number joining. Afterwards a commission could be paid in by all firms for whom business was placed. From this fund, all subscribers would be rebated the whole, or at least a portion, of their subscription.

Representation of this kind might go a step further, and aid the work of conservation within the Empire. Many of the raw materials as purchased in British West Africa, and other parts of the Empire, are used in Canada; yet the greater portion of these are received from other sources of supply, or at least purchased through other avenues than British producers. Up to now, there may have been many good reasons for it, but citing one instance only, why should Canada import in one year 2,081,000 gallons of palm oil from the United States, where there is no production of this article, and on the other hand so much is produced within the Empire? An organization along the lines suggested would be helpful to Canadian manufacturers in perhaps arranging for the purchase of their raw materials under more competitive conditions, which would mean a lower price and therefore added help in exporting overseas, as well as reducing the cost of production in Canada.

The ideal way, of course, to purchase these tropical and other raw materials, would be through the medium of an established market or brokerage agency in Canada; but in the meantime an organization along the lines suggested should be of great assistance to Canadian importers and indeed is almost a necessity for the successful marketing in overseas British, French and other colonies, as well as to general importers and the Crown Agents of the British Government who purchase all colonial requirements, and who are just as keen to give Canada an opportunity as the importing merchants and traders in these markets.

The keystone of all suggestions is to show your samples, quote your prices, explain your packing, and do not fail to advise about your ability either to export as soon as orders are placed, or the length of time you require. For a general trade these, of course, must be backed up by some guarantee of regular shipping from Canada.

NOTES ON THE TARIFFS OF WEST AFRICA

By Wm. Gilchrist, Chief, Foreign Tariffs Division, Commercial Intelligence Branch

The purpose of the following notes is to show in a general way what effect tariffs might have in the development of Canada's export trade with certain British and French possessions in West Africa. To this end, an effort has been made to indicate the essential features of the import tariffs in effect in the various colonies, protectorates, or territories under review. The information given has been gathered for the most part from official tariffs and the bulletins of the International Customs Tariffs Bureau. Note has also been taken of recent tariff changes as announced from time to time in government trade publications such as the British *Board of Trades Journal*. These additional sources of information have been drawn upon with a view to bringing this survey up to date. At the same time, it is well to remember that there may be other changes in West African tariffs about which no notice has been received. In a summary of this kind it is necessary to interpret many laws and regulations and present the information in a condensed form. There is the possibility, therefore, that in some instances statements may be made that would not agree with the official interpretation of the laws in question. On the whole, however, it is thought that these notes will convey a fairly accurate idea of import tariff conditions in the different colonies and protectorates dealt with.

Generally speaking, import duties in West Africa are moderate. The usual practice in the tariffs in question is to assign duties to comparatively limited lists of enumerated articles and to declare all other dutiable goods subject to a general ad valorem rate. It will be noted that all goods are not dutiable. In fact, exemptions from duty are considerable. The enumerated articles usually come under specific rates of duty. In the category of enumerated goods are usually included such articles as spirits, wines, tobaccos, matches, perfumes, salt, sugar, firearms and ammunition, and a few other commodities, which are taxed specially with a view to raising required revenue. Of much importance is the general ad valorem rate assigned to goods that are not otherwise specified in the tariffs. These general ad valorem rates, taking all the colonies into consideration, range from 7½ per cent to 25 per cent. There is no preferential tariff in the British colonies, but most of the French colonies give a tariff preference to imports of French origin.

BRITISH COLONIES AND PROTECTORATES

Nigeria.—Unless there has been some recent amendment to the tariff of Nigeria, a large number of articles would be exempt from duty on entering that colony. According to published tariffs, the Nigerian free list covers all goods not specified as dutiable. In the dutiable list, the following articles are subject to 12½ per cent. ad valorem: earthenware; enamelware; furniture; hardware, including cutlery and all minor metal articles, domestic and kitchen utensils not otherwise provided for; hosiery and underclothing; thread and yarn; and wearing apparel. A limited number of articles are subject to specific duties. Among these are: kerosene, 3d. per gallon; lead, 2d. per pound; soap, 3s. per cwt.; and umbrellas, 8d. each.

Gold Coast.—A tariff ordinance went into effect in the Gold Coast Colony on January 22, 1921, revising the former schedule of import duties and making a few alterations in the free list. Under the new ordinance, the ad valorem duty on provisions, not enumerated in the tariff, is 12½ per cent ad valorem, and on unenumerated goods, other than provisions, 20 per cent ad valorem. From the list of goods with specified duties the following may be taken as of interest: cordage, 8s. per cwt.; flour, 2s. 6d. per 196 pounds; fish, salted and cured, 8s. per 100 pounds; lard, 8s. per 100 pounds; soap, other than toilet soap, 3s. per cwt.; and sugar, 6s. per 100 pounds. The free list includes, among other things, agricultural and gardening appliances and implements; living animals, including poultry; structural materials for telegraphs, telephones, and electric lighting; corrugated galvanized iron sheets; beef and pork, pickled or salted; cranes and derricks; fresh fish; fresh fruit; harness and saddlery; iron brackets, screws, etc., when imported for roofing purposes; various kinds of machinery; fresh meat; railway material; pumps; and vehicles.

Sierra Leone.—Sierra Leone has the highest rate of any of the British West African colonies for unenumerated goods, namely 25 per cent ad valorem. On July 13, 1921, the ad valorem rate on unenumerated goods imported into Sierra Leone was advanced from 20 per cent to 25 per cent ad valorem. Since April the tariff has been 20 per cent ad valorem on passenger automobiles, engines, typewriters, sewing machines, and corrugated iron sheets, which were formerly free of duty. The duty on lumber was advanced in April from 10s. per 1,000 superficial feet to £1, and bags for use in exportation of West African produce, previously free of duty, were made liable to a duty of 1d. each. The duty on sugar is 28s. per cwt. The following, among other things, appear in the free list: agricultural implements and tools, boats, coopers' stores, fresh fish, fresh vegetables, fresh meat, fishing nets and gear machinery of various kinds, poultry, telegraph materials, and mining tools. There is also a short list of articles subject to specific duties.

Gambia.—With respect to Gambia, the following rates are taken from the International Customs Tariffs Bureau bulletin of January, 1920: boots and shoes, 10 per cent ad valorem; jewellery, 10 per cent ad valorem; motor cars, £5 each; motor cycles, including side cars, £1 each; unenumerated goods, 7½ per cent ad valorem. The free list comprises, among other things: agricultural and gardening implements, fresh fish, fresh fruit, live stock, various kinds of machinery, fresh meat, sewing machines, fresh vegetables, and wire and iron fencing. Foods not mentioned in the free list were formerly dutiable at 5 per cent. ad valorem, but it was announced in February last that the free list had been enlarged to include all articles of food and drink except kola nuts. At the same time, the duty on cotton goods was advanced from 7½ per cent to 10 per cent ad valorem.

FRENCH WEST AFRICA

According to an official tariff issued in May, 1919, French West Africa is divided into two zones with respect to the collection of import duties. One zone, comprising the territories of Senegal, Upper Senegal and Niger, French Guinea, and Mauritania, has a preferential tariff in favour of goods of French origin. The preference is provided by a surtax on goods of foreign origin. In the case of specific duties, this surtax is usually 33⅓ per cent or 50 per cent of the ordinary duties, although it is occasionally 100 per cent or more. In the tariff of these colonies textiles are rather exhaustively enumerated, but otherwise the list of enumerated goods is comparatively short. There are certain exemptions from duty. The rate on dutiable goods, not enumerated, is 5 per cent ad valorem in the case of articles of French origin, with a surtax of 7 per cent ad valorem on goods of foreign origin.

The other zone of French West Africa is made up of Ivory Coast and Dahomey. These two colonies have a uniform tariff for all countries. The classification of goods is the same as for the colonies included in the first zone, but the rates of duty are not quite so high as the rates applicable to foreign goods in the tariff of the first-mentioned zone. On goods not enumerated or exempt from duty when imported into Ivory Coast or Dahomey the rate is 10 per cent ad valorem.

In establishing the value for ad valorem duty purposes in French West Africa the value is fixed in accordance with an official table. If the goods are not included in the official list, the invoice price, increased by 25 per cent, is taken as the value on which duty is levied.

A decree was issued on December 30, 1920, raising certain duties by the use of "coefficients of increase." The highest coefficient in use is 3. The rate of duty prescribed by the customs tariff is multiplied by the coefficient, the resulting total being the actual amount to be paid.

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